

# STATE OF NEW YORK

5359

2021-2022 Regular Sessions

## IN ASSEMBLY

February 16, 2021

Introduced by M. of A. CRUZ -- read once and referred to the Committee on Judiciary

AN ACT to amend the real property law, in relation to increasing required training for real estate brokers and real estate salespeople to prevent discrimination

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

1 Section 1. Subdivision 3 of section 441 of the real property law is  
2 amended by adding a new paragraph (e) to read as follows:

3 (e) The secretary of state shall, upon notice and a public hearing,  
4 promulgate rules establishing the content of the instruction pertaining  
5 to fair housing and/or discrimination in the sale or rental of real  
6 property or an interest in real property required by paragraph (a) of  
7 this subdivision. Such instruction shall include, but not be limited to,  
8 courses on: (1) the legacy of segregation, unequal treatment, and  
9 historic lack of access to opportunity in housing; (2) unequal access to  
10 amenities and resources on the basis of race, disability, and other  
11 protected characteristics; (3) federal, state, and local fair housing  
12 laws; and (4) anti-bias training.

13 § 2. Paragraphs (b) and (c) of subdivision 1 of section 441 of the  
14 real property law, as amended by chapter 183 of the laws of 2006, are  
15 amended and a new paragraph (d) is added to read as follows:

16 (b) Such further information as the department may reasonably require  
17 shall be furnished by the applicant including sufficient proof of having  
18 taken and passed a written examination and answered such questions as  
19 may be prepared by the department to enable it to determine the trust-  
20 worthiness of the applicant if an individual, or of each member of a  
21 co-partnership or each member of a limited liability company or each  
22 officer of a corporation for whom a license as a broker is asked, and  
23 his or their competency to transact the business of real estate broker  
24 in such a manner as to safeguard the interests of the public. In deter-

EXPLANATION--Matter in italics (underscored) is new; matter in brackets  
[-] is old law to be omitted.

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1 mining competency, the department shall require proof that the person  
2 being tested to qualify to apply for a broker's license has a fair know-  
3 ledge of the English language, a fair understanding of the general  
4 purposes and general legal effect of deeds, mortgages, land contracts of  
5 sale, and leases, a general and fair understanding of the obligations  
6 between principal and agent, a general and fair understanding of the  
7 laws, rules and regulations pertaining to fair housing and discrimi-  
8 nation in the sale or rental of real property or an interest in real  
9 property, as well as of the provisions of this section. The applicant  
10 must also furnish proof that he has attended for at least one hundred  
11 [~~twenty~~] fifty-two hours and has successfully completed a real estate  
12 course or courses approved by the secretary of state as to method and  
13 content and supervision which approval may be withdrawn if in the opin-  
14 ion of the secretary of state said course or courses are not being  
15 conducted properly as to method, content and supervision, and that  
16 either the applicant has actively participated in the general real  
17 estate brokerage business as a licensed real estate salesman under the  
18 supervision of a licensed real estate broker for a period of not less  
19 than two years or has had the equivalent experience in general real  
20 estate business for a period of at least three years, the nature of  
21 which experience shall be established by affidavit duly sworn to under  
22 oath and/or other and further proof required by the department of state.  
23 Computer-based and distance-learning courses may be approved by the  
24 department so long as providers demonstrate the ability to monitor and  
25 verify participation by the applicant for the specified time period.  
26 Notwithstanding the foregoing authority to approve computer-based and  
27 distance-learning courses, the department may prescribe that specified  
28 subjects or hours must be presented in a classroom setting.

29 (c) In the event the applicant shall be a licensed salesman under this  
30 article and shall have submitted acceptable proof pursuant to the  
31 provisions of either paragraph (d) of subdivision one-A of this section  
32 or paragraph (a) of subdivision three of this section of having attended  
33 and successfully completed [~~seventy-five~~] seventy-seven hours of an  
34 approved real estate course or courses, six hours of which have been  
35 focused on fair housing and discrimination in the sale or rental of real  
36 property or an interest in real property, within eight years of the date  
37 of the application, the department may accept and credit same against  
38 the one hundred [~~twenty~~] fifty-two hours required hereunder.

39 (d) The one hundred fifty-two hours of an approved real estate course  
40 or courses required by paragraph (b) of this subdivision shall include  
41 instruction on fair housing and discrimination in the sale or rental of  
42 real property or an interest in real property as described in paragraph  
43 (e) of subdivision three of this section and instruction on the licensed  
44 real estate broker's responsibility for ensuring that each licensed real  
45 estate salesman under such broker's supervision is in compliance with  
46 his or her obligations under applicable federal, state, and local laws,  
47 rules, and regulations pertaining to fair housing and discrimination in  
48 the sale or rental of real property or an interest in real property.

49 § 3. Paragraphs (b) and (d) of subdivision 1-A of section 441 of the  
50 real property law, paragraph (b) as amended by chapter 81 of the laws of  
51 1995, and paragraph (d) as amended by chapter 183 of the laws of 2006,  
52 are amended to read as follows:

53 (b) Each applicant for a salesman's license shall provide such further  
54 information as the department may reasonably require, appearing at such  
55 time and place as may be designated by the department, to take a written  
56 examination and answer such questions as may be prepared by the depart-

1 ment to enable it to determine the trustworthiness of the applicant and  
2 the applicant's competence to transact the business of real estate  
3 salesman in such a manner as to safeguard the interests of the public,  
4 including the applicant's working knowledge of the basic concepts of law  
5 pertaining to contracts, real property, agency and this article which  
6 govern conduct of such business, knowledge of laws, rules, and regu-  
7 lations pertaining to fair housing and discrimination in the sale or  
8 rental of real property or an interest in real property, mastery of  
9 basic skills needed to perform the applicant's duties, working knowledge  
10 of the ethical obligations of a real estate salesman, and knowledge of  
11 the provisions of the general obligations law pertaining to performance  
12 of the applicant's duties.

13 (d) Anything to the contrary herein notwithstanding, on and after the  
14 effective date of this paragraph, no salesman's license or conditional  
15 license shall be issued by the department unless the application there-  
16 for has been accompanied by proof that prior to such application the  
17 applicant has attended at least [~~seventy-five~~ seventy-seven hours and  
18 successfully completed a real estate course or courses approved by the  
19 secretary of state as to method and content and supervision, which  
20 approval may be withdrawn if in the opinion of the secretary of state  
21 said course or courses are not properly conducted as to method, content  
22 and supervision. Computer-based and distance-learning courses may be  
23 approved by the department so long as providers demonstrate the ability  
24 to monitor and verify participation by the applicant for the specified  
25 time period. Notwithstanding the foregoing authority to approve compu-  
26 ter-based and distance-learning courses, the department may prescribe  
27 that specified subjects or hours must be presented in a classroom  
28 setting.

29 § 4. Paragraph (c) of subdivision 3 of section 441 of the real proper-  
30 ty law, as amended by chapter 470 of the laws of 1998, is amended to  
31 read as follows:

32 (c) (i) The secretary of state shall promulgate rules establishing the  
33 method, content, setting and supervision requirements of the continuing  
34 education real estate course or courses provided for in this section. In  
35 establishing the requirements for the continuing education course or  
36 courses, the secretary of state shall permit alternatives with respect  
37 to content and method of presentation in consideration of the type of  
38 brokerage practiced and the availability of the sources of such course  
39 or courses in different areas of the state. Each course shall have an  
40 established curriculum composed primarily of real estate practice and  
41 professional responsibility and ethics and properly prepared written  
42 materials of the subject matter which shall be distributed as part of  
43 the course. It shall be taught by a qualified faculty with attorneys  
44 presenting legal subjects. Credit shall be awarded on the basis of one  
45 hour for each sixty minutes of actual attendance and records shall be  
46 maintained of attendance at each session which shall be transmitted to  
47 the department at the conclusion of the course. Computer-based and  
48 distance learning courses may be approved by the department so long as  
49 providers demonstrate the ability to monitor and verify participation by  
50 the licensee for the specified time period.

51 (ii) The secretary of state shall require approved faculty to sign a  
52 document under oath, approved by and submitted to the department of  
53 state, attesting to compliance with all applicable statutory and regula-  
54 tory requirements pertaining to the instruction of the established  
55 curriculum. The secretary of state shall promulgate penalties for facul-  
56 ty that fail to meet the obligations required under this section and

1 department of state regulations including, but not limited to, the  
2 temporary suspension of their instructor certificate for the first such  
3 failure and the revocation of their instructor certificate for any  
4 subsequent failure.

5 § 5. This act shall take effect on the first of July next succeeding  
6 the date on which it shall have become a law.