



330 Main Street, 3rd Floor, Hartford, CT 06106
Phone: 860.722.9922 Fax: 860.541.6484

Testimony for Raised Bill 18
AN ACT CONCERNING REAL ESTATE BROKERS AND SALESPERSONS

The Connecticut Apartment Association (CTAA) is the state chapter of the National Apartment Association and represents over 26,000 units, the largest number of apartments represented by any association in the state. CTAA members consist of the states leading firms in the multifamily rental housing industry. The association's mission is to provide quality rental housing to residents of Connecticut. Our parent organization, the National Apartment Association, represents more than 6 million apartment homes throughout the United States and Canada. The **Connecticut Apartment Association (CTAA) supports** Raised Bill 18 as it exempts leasing agents and property managers from having to become licensed real estate agents for the following reasons.

Property managers and leasing agents do not negotiate the terms and conditions of the lease. Leases are written by property management companies' corporate attorneys or by outside legal counsel and cannot be changed by onsite staff, therefore requiring the licensing of property managers and leasing agents is unnecessary from a consumer protection standpoint. Real estate agents are licensed because they are dealing with the permanent purchase of property where negotiations are a key component of the transaction, thus requiring more consumer protection.

Another reason why leasing agents and property managers should be exempt from the real estate licensing statute is because the monetary transactions are on a much smaller scale when renting than when purchasing real estate. The consumer is at far less risk of monetary loss when renting than when purchasing real estate, because consumer risk is not as great it is unnecessary to be licensed when renting an apartment.

The final reason as to why leasing agents and property managers should be exempt from the real estate licensing statute is because real estate licensing courses and their continuing education courses are not relative to the property management industry. Property managers that have their real estate license in Connecticut state that less than 5% of the real estate licensing course work is relevant to the property management industry.

In conclusion, the CTAA *strongly supports* Raised Bill 18 as it exempts property managers and leasing agents from the real estate licensing laws. It is unnecessary for leasing agents and property managers to be licensed from a consumer protection standpoint as leases are not negotiated by onsite staff and monetary transactions are far less when renting than when purchasing a property. Furthermore, it is unnecessary to require property managers and leasing agents to pay for courses that are not relevant to their own industry, there are other ways the state can protect the consumer such as mandating yearly fair housing training if necessary.

Sincerely,

Ann Emerson
CTAA President