

**Testimony of  
David J. McQuade  
before the  
Insurance and Real Estate Committee  
on  
“An Act Concerning Real Estate Brokers and Salespersons”  
February 16, 2010**

Mr. Chairmen. Members of the Committee. My name is David McQuade and I am here to testify in support of Senate Bill 18, “An Act Concerning Real Estate Brokers and Salespersons.”

This is a relatively simple bill that would clear up a confusing part of our state statutes. Under existing law, you must be an owner, or an employee of an owner, of residential property to handle rental leases for such property without having to obtain a brokers license.

If the owner of such property instead signs a contract to have a management company provide the same services, the law requires that the individuals employed to handle these same transactions must have broker licenses.

The change in the statute under this bill would accommodate residential rental property owners who use management companies for this purpose. The bill would require the management personnel to a) be salaried employees of a limited liability corporation and b) have their activities limited to showing rental property, providing information on the lease, accepting applications for leases and taking security and rental payments.

In conversations with the Department of Consumer Protection, they have indicated no objection to this change. I urge passage of the bill.