



**HOME BUILDERS ASSOCIATION OF CONNECTICUT, INC.**

3 Regency Drive, Suite 204, Bloomfield, CT 06002  
Tel: 860-216-5858 Fax: 860-206-8954 Web: [www.hbact.org](http://www.hbact.org)

*Your Home  
Is Our  
Business*

February 17, 2011

A handwritten signature in black ink that reads 'FTR' with a horizontal line underneath.

To: Senator Joseph J. Crisco, Co-Chairman  
Representative Robert W. Megna, Co-Chairman  
Members of the Insurance and Real Estate Committee

From: Bill Ethier, Chief Executive Officer

Re: **House Bill 6309, An Act Requiring a State-wide Standardized Contract Form for the Sale of Residential Real Property**

The HBA of Connecticut is a professional trade association with 1,100 member firms statewide, employing tens of thousands of Connecticut citizens. Our members, all small businesses, are residential and commercial builders, land developers, home improvement contractors, trade contractors, suppliers and those businesses and professionals that provide services to our diverse industry. Our members build and sell 70% to 80% of all new homes and apartments in the state each year.

We urge you to not support Raised Bill 6309. The concept of this bill seems to assume that the sale of all residential real estate is a simple process or that all such transactions are sufficiently similar to warrant a standardized contract form. Unfortunately, that is not reality and a standardized contract form would not serve either sellers or buyers very well.

Transfers of residential real property, like the transfer of commercial and other non-residential real property, come with a litany of various conditions and requirements of either the seller or buyer, or both, as well as of third parties such as lenders. Issues occur in specific transactions that may be common or not, but certainly do not occur in all transactions. Most buyers require financing, but some do not and pay with cash. Some lots contain easements while others do not. Some contain restrictive covenants, deed restrictions, or other binding or non-binding impositions on the use of the property. Some may be bound by a legally allowed but nonconforming use restriction under zoning regulations. Some involve multiple sellers or buyers, or both, partnerships or corporations, or involve complex trusts, estates or other arrangements. Many transactions have provisions for a wide variety of contingencies, such as the sale of other property, regulatory approvals, home inspections or passing certain tests, or obtaining financing. Our Board Chair and President reports that in her current new home subdivision, she can think of at least three different types of contracts for the sale of a home she has signed just in the past year.

Given the huge variability of, and conditions imposed on, real estate transactions, including for residential properties, a standardized contract form would be unworkable and subject to many failures. We respectfully request you not pursue this concept. Thank you for considering our comments on this legislation.

*"Leading Our Members to Professional Excellence."*

Serving the Residential Development & Construction Industry Through Advocacy, Education & Networking