



CONNECTICUT REALTORS®

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Statement on

H.B. 6773 (Raised): AN ACT CONCERNING LICENSURE REQUIREMENTS FOR REAL ESTATE BROKERS

SUPPORT

Submitted to the Insurance and Real Estate Committee
February 26, 2015

By Michael C. Barbaro
Connecticut REALTORS®

Good afternoon Senator Crisco, Representative Megna, Ranking Members Kelly and Sampson and members of the committee. My name is Michael Barbaro and I am a real estate broker based in New Haven.

I am a REALTOR® and the current President of the New Haven Middlesex Association of REALTORS® which represents over 2,700 real estate licensees in the Greater New Haven area.

I am also the Legislative Division Vice President of the Connecticut REALTORS® and I am speaking on behalf of our more than 15,000 members in favor of **HB 6773, AN ACT CONCERNING LICENSURE REQUIREMENTS FOR REAL ESTATE BROKERS.**

This is a proposal to change the requirements for real estate broker licensure and to require the Commissioner of Consumer Protection to adopt regulations to establish a qualification points system as part of such licensure requirements.

The real estate industry and more specifically the real estate transaction has changed significantly over the past decades. Accordingly the curriculum and requirements for licensure need to evolve as well.

Our members feel that simply holding a real estate salespersons license for two (2) years without the benefit of transactional experience is no longer sufficient for broker practitioners to adequately perform their responsibilities independently. Consumers require broker practitioners with first-hand knowledge of the complexities of the modern day real estate transaction.

It is our further belief that modernizing the broker educational requirements will foster increased professionalism throughout the industry by ensuring the mandatory curriculum course structure addresses subject matters relevant to Connecticut's current real estate climate.

(i.e. Short Sales and/or Foreclosure Sales)

RECOMMENDATIONS INCLUDE:

Changing the statute to include thirty (30) hours of broker core curriculum that directly pertains to broker responsibility and performance comprised of two (2) fifteen (15) hour modules including a **COMPLIANCE MODULE** (Contract Law, Escrow, Fair Housing, Agency, Anti-Trust, Document Retention and RESPA); and a **BROKERAGE PRACTICE MODULE** (Valuation, Advertising, Marketing, Legal Entity Structure, People Management (staff, agents, clients), Conflict Resolution and Professional Ethics; AND

To change the thirty (30) hour minimum for approved elective courses to be thirty (30) hours of total elective coursework, with each approved course topic having a fifteen (15) hour minimum; AND

In addition to completing the currently required two (2) year period as a licensed real estate salesperson, implement a transactional experience point based system to ensure some degree of experience prior to being able to hold a real estate broker's license. This could include a range of experience qualifiers including but not limited to direct involvement with real estate transactions, industry related management/business experience and/or college degree; AND

That the Department of Consumer Protection (DCP) develop and implement a transactional experience point based qualification system requiring not more than twenty six (26) points and not less than twelve (12) points. We would welcome the opportunity to meet with DCP representatives at any time to discuss our suggestions and offer our assistance in the development process.

The intent of these changes is a proactive introspection on professionalism which we trust will ultimately serve the public interest.

Thank you for allowing me to testify before the committee today, I will do my best to answer any questions you may have.