



## CONNECTICUT REALTORS®

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### Statement on

## **S.B. 29: AN ACT CONCERNING EXCLUSIVE REPRESENTATION AGREEMENTS BETWEEN REAL ESTATE BROKERS OR REAL ESTATE SALESPERSONS AND PROSPECTIVE PURCHASERS OR LESSEES OF REAL PROPERTY.**

### **OPPOSED**

Submitted to the Insurance and Real Estate Committee  
February 19, 2015

By Michael Barbaro  
Connecticut REALTORS®

Good afternoon Senator Crisco, Representative Megna, ranking members Sampson and Kelly and members of the committee. My name is Michael Barbaro and I own a real estate company based in New Haven. I am a REALTOR® and the current President of the New Haven Middlesex Association of REAL TORS® which represents over 2,700 real estate licensees in the Greater New Haven area.

The Connecticut Association of REALTORS® opposes to ***SB 29, AN ACT CONCERNING EXCLUSIVE REPRESENTATION AGREEMENTS BETWEEN REAL ESTATE BROKERS OR REAL ESTATE SALESPERSONS AND PROSPECTIVE PURCHASERS OR LESSEES OF REAL PROPERTY.*** The Act states that its purpose is to require conspicuous disclosure of exclusive representation provisions in written agreements between real estate brokers and real estate salespersons and prospective purchasers or lessees of real property.

We do not believe that written exclusive agreements can be considered binding as an exclusive agreement if they are lacking the terminology that defines them as such, such as the use of the word “exclusive”. In addition, the term of a real estate agreement and scope of exclusive agreements vary according to what the consumer may agree to – they can even be as limiting as one day, one week, one house, a certain number of towns, or whatever terms the consumer and agent may agree to.

CTR is confident current statutory protections already safeguard the consumer. To our knowledge, this request is surfacing for the first time this year, apparently by one consumer, from among the surely the tens and tens of thousands of these kinds of agreements signed annually. We do not believe additional statutory language is warranted.

Connecticut REALTORS® represents over 15,000 members involved in all aspects of real estate in Connecticut. For this reason, the Connecticut REALTORS® ask for you to oppose this bill.

Thank you for allowing me to speak before you today and I will attempt to answer any of your questions.