

## 2019 CTR Legislative Priorities – as of 1/13/19

### Bills CTR will draft or support:

- **First Time Buyer Savings Accounts:** NAR has provided model legislation with aspects adopted in other states as potential framework for us.
- **Repeal of the Estate and Gift Tax:** Would address a key reason wealth and business leave the state.
- **Addressing Student Debt:** Providing options for employers to give loans or grants to employees towards their student debt without an additional state tax burden for that “income”.
- **Fraudulent Misrepresentation of Service Animals:** Creating fines/penalties for those who buy credentials on line or otherwise fraudulently misrepresent service animals in real estate.
- **Clarity on Material Defects Disclosure and Establishing a New License for Concrete Foundation Inspectors:** Would ensure sellers have clarity on the requirement to disclose known material defects in properties, such as known problems with a concrete foundation. Separately, the new license would permit home inspectors to perform visual inspections, with appropriate training, on concrete foundations that would qualify for claims criteria.
- **Repealing Aspects of the Transfer Act and Improving Commercial Lien Laws:** The Transfer Act has onerous requirements that make Connecticut non-competitive for commercial real estate when properties fall under those requirements. Separately, technical corrections are needed to improve the process for commercial liens.
- **Timing of Agency Disclosure, Improving Professionalism and Modernizing Pre-Licensing Options:** CTR will work to clarify the timing of agency disclosure to be prior to execution of a contract and not first discussion, which is problematic with online contacts and electronic buyers who will not execute forms at that first contact. CTR will also work to add an experience requirement in broker pre-licensing as approved in 2014 after a Professionalism Work Group. CTR will not oppose permitting online courses for salesperson and broker pre-licensing as it is how the future generation of licensees learn and already an option for many who take those courses in MA and NY now.
- **Clarifying Teams Requirements:** CTR anticipates DCP may submit legislation to clarify requirements for teams in advertising (such as same size for display of brokerage name) and not permitting designated agency within a team.

### Bills CTR anticipates – and will oppose:

- **New Taxes on Short Term Rentals:** Also known as an Airbnb tax, but frequently applied to all sorts of rentals including student housing, summer rentals, homes rented before/after sale in transactions.
- ✓ ● **Conveyance Taxes:** All types – increases to seller’s conveyance taxes (such as a “mansion tax” with higher conveyance after a certain dollar amount), new buyer’s conveyance taxes for various purposes (such as “pilot programs” for open space in municipalities).
- **Establishing a New License for Residential Leasing:** DCP proposal to have a lower standard (30 hours) for this license to address volume of leasing presently be performed, but not enforced, in apartment rentals.
- ✓ ● **Other New Taxes:** Such as taxes on professional fees (attorneys, appraisers, real estate licensees, etc.)
- **Making the Foreclosure Mediation Program Permanent:** CTR believes this is no longer necessary and funds used for this program could be better utilized for other programs.
- ✓ ● **Mandates for Lead Free versus Lead Safe:** Advocates are expected to push for abatement instead of encapsulation, though abatement can cause health problems and often not an affordable option.
- **Mandatory Fire Sprinklers:** This is an annual fight, but may be more difficult in 2019.

**CTR Watching to Determine Position:** A proposal on municipal land banks

## **CTR's Tips for Building a Relationship with Legislators**

- Get to know them before you start to make requests. Talking points come later.
- If you have a relationship or building one, be sure to let Jim or Mike know
- Go to their website and sign up for Alerts, if there's an option
- Learn about them on their site – what do you have in common with them? If there's a non-real estate area of shared interest or passion, you can build on that
- Follow them on Facebook or Twitter – post positive things, tag them in your posts, retweet or share information they post. There is always something positive to say. Do not be argumentative or pick unnecessary fights – that never works.
- Show up at local public forums/meetings or coffees they may schedule. Say hello when you run into them at local events or functions.
- Don't be offended if they don't automatically remember you – reintroduce yourself
- There are laws and limits on gifts and food – avoid both
- Send hand written notes, cards or emails. A thank you or congratulations can go a long way.
- In campaign season, consider providing a Qualifying Contribution if clean election candidate, a personal contribution if not, or participate in some kind of campaign activity
- When it's time to ask for talking, first be informed – contact CTR for talking points and the CTR position. When you're asked your opinion, put on your REALTOR® hat – when a CTR contact intentionally gives personal opposite opinion that's very destructive. If you cannot support positions, it's better not to participate in CTR's political contact network.
- CTR always needs to know comments received on any of our bills or positions – please share those directly with Jim ([jim@ctrealtors.com](mailto:jim@ctrealtors.com))