Insurance and Real Estate Committee
JOINT FAVORABLE REPORT

Bill No: SB-340 / Bill Status / Public Hearing Testimony
Title: AN ACT CONCERNING CONTINUING REAL ESTATE EDUCATION REQUIREMENTS, PUBLIC MARKETING OF CERTAIN REAL ESTATE LISTINGS AND REVISING THE TITLE OF A REAL ESTATE SALESPERSON TO A REAL ESTATE AGENT.
Vote Date: 3/12/2026
Vote Action: Joint Favorable Substitute
PH Date: 3/3/2026
File No.:

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SPONSORS OF BILL:

Insurance and Real Estate Committee

REASONS FOR BILL:

This legislation would revise continuing education requirements for real estate agents, change their title from salesperson to agent, and institute a process of public marketing for real estate listings in order to make the housing market more equitable for homebuyers in the state. The revision to the education requirements still allows for sufficient training while allowing more flexibility for adults. The term agent more accurately reflects the profession of real estate.

SUBSTITUTE LANGUAGE (IF APPLICABLE):

The substitute language was used to delay implementation of statutory changes and to clarify and strengthen real estate marketing requirements, ensuring greater transparency, fairness, and enforceability.

RESPONSE FROM ADMINISTRATION/AGENCY:

Commissioner of the Department of Consumer Protection, Bryan T. Cafferelli: submitted testimony offering general comments on the bill. He requested that “Real Estate Salesperson” be renamed as “Real Estate Agent” within Sections 3-31. In addition, he requested that this bill not take effect until January 1st, 2027 to allow time to reprogram and revise the many instances this term appears on the Department’s eLicense system, forms and websites.

NATURE AND SOURCES OF SUPPORT:

House of Representatives, Majority Leader, Representative Jason Rojas: submitted testimony in support of SB 340. He specifically referenced Section 32, stating it would require that agents representing a seller or landlord provide certain information about the property, respond to inquiries from licensees representing buyers or tenants, make the property available for showing unless otherwise unable, and publicly advertise the property unless a "Seller/Landlord Opt-Out of Real Estate Public Marketing" form is completed. As of now, agents are able to advertise properties at their own discretion, resulting in certain information being shared only within private listing networks between select groups of buyers or brokers. Thus, by requiring opt-out forms as a prerequisite to representation in a sale, it ensures sellers are more educated while also promoting a more transparent and equitable housing market.

Senior Government Relations Manager, Zillow Group, Torrey A. Fishman: submitted testimony in support of SB 340. He stated SB 340 ensures that real estate listings are accessible to all interested buyers by making all listings public by default. He stated that SB 340 would also ensure homeowners are aware of the risks of only listing to an exclusive set of buyers. He stated that Connecticut is in the midst of a housing affordability crisis, in which buyers face the following challenges: (1) high home prices, (2) elevated interest rates, and (3) too few homes for sale. He referenced the Hartford metropolitan area as an example, stating the demand for homes greatly exceeds the supply, making the condition for finding a home extremely tough. He expressed support for SB 340, stating in view of the current housing market we should not allow brokerage practices to restrict access to available homes to make this crisis even worse. SB 340 creates a more transparent market, maximizes the property's exposure and benefits both buyers and sellers.

Connecticut Realtors General Counsel, Jim Heckman: submitted testimony in support of this bill. He stated the changes in Sections 1 and 2-31 more accurately reflect the real estate profession. By ensuring properties are openly marketed, it encourages a broad distribution of real estate information that best serves all parties involved in the transaction.

NATURE AND SOURCES OF OPPOSITION:

None expressed.

Reported by: Amber Monzillo **Date: 3/24/26**