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To: House Commerce, Labor and Economic Development Committee
From: Patrick Vogelsberg, VP of Governmental Affairs
Date: March 13th, 2019

Re: Testimony in support of **SB 60**.

Honorable Chairman Tarwater and members of the House Commerce, Labor and Economic Development Committee:

On behalf of the Kansas Association of REALTORS® (KAR), thank you for the opportunity to appear before you today in support of **SB 60**, which would enhance the education and experience requirements for applicants seeking a real estate broker's license.

KAR represents nearly 10,000 members involved in residential, agricultural and commercial real estate and has advocated on behalf of the state's property owners for over 95 years. REALTORS® serve an important role in the state's economy and are dedicated to working with our elected officials to create better communities by supporting economic development, a high quality of life and providing affordable housing opportunities while protecting the rights of private property owners.

KAR appreciates the Kansas Real Estate Commission (KREC) introducing this legislation to strengthen the licensing and education requirements for real estate brokers in the state of Kansas. As the real estate industry continues to evolve and become more complex, we feel that it is absolutely necessary to continually update and strengthen the requirements for licensure to ensure that consumers are provided with quality service by qualified and professional individuals. **SB 60**, which would be a major step forward in strengthening the licensing and education requirements for real estate brokers in the state of Kansas, contains two major substantive modifications to current real estate broker licensing law.

First, **SB 60** would enhance the broker education requirements. Currently, broker applicants are required to take 24 hours of pre-license instruction. **SB 60** would increase this requirement to 30 hours. Furthermore, **SB 60** would establish a new 30 hours course focused on real estate management. KAR feels this course is needed to strengthen new brokers' comprehension of their duties and obligations to clients and their supervision of real estate salespersons who affiliate with their brokerage company. Furthermore, we feel more education is needed in the areas of advertising; real estate team supervision; and records control and safekeeping.

Second, the current experience look-back period would be changed to require real estate experience in two of the previous three years rather than the previous five years. This change emphasizes the need for recent real estate experience.

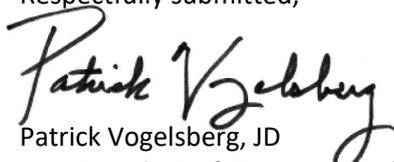
KAR has worked with KREC for several years in studying what if any updates are needed to our licensing act. KREC appointed a task force in 2018 to specifically consider any changes needed to our broker licensing law. KAR members participated on the task force and KAR supports the work product (**SB 60**) resulting from those discussions.

The Kansas Legislature protects the public through a highly regulated real estate industry overseen by KREC. As we have testified in the past, KAR supports updating licensure requirements from time to time as periodic enhancements are needed to maintain the credibility of our industry, protect consumers who interact with real estate licensees, and keep pace with a rapidly evolving industry.

The Senate passed SB 60 on February 27th, 2019 with a vote of 40-0.

KAR would ask that the committee act favorably on the contents of **SB 60**. Thank you for your time and attention on this very important matter.

Respectfully submitted,

A handwritten signature in black ink that reads "Patrick Vogelsberg". The signature is written in a cursive, flowing style.

Patrick Vogelsberg, JD

Vice President of Governmental Affairs

Kansas Association of REALTORS®