

January 27, 2016

The Honorable Julia Lynn, Chairperson  
Senate Committee on Commerce  
Statehouse, Room 445-S  
Topeka, Kansas 66612

Dear Senator Lynn:

**SUBJECT:** Fiscal Note for SB 352 by Senate Committee on Commerce

In accordance with KSA 75-3715a, the following fiscal note concerning SB 352 is respectfully submitted to your committee.

Under current law, non-resident real estate brokers are only eligible to apply to the Kansas Real Estate Commission for a Kansas real estate broker license and not a Kansas real estate salesperson license to conduct real estate transactions within the state. SB 352 would allow a non-resident real estate broker to apply for a Kansas real estate salesperson license.

The Kansas Real Estate Commission estimates SB 352 would increase license fee revenue by less than \$2,500 in FY 2017 that would be deposited in the Real Estate Fee Fund. The Commission indicates that it has received an increasing number of applicants who are brokers in other states, but do not meet the broker level of licensure in Kansas due to lack of experience or education. In most cases, the non-resident applicant has no desire to be a broker in Kansas, but wants to affiliate with a Kansas broker and represent an individual in the buying, selling, or leasing of property. According to the Kansas Real Estate Commission, allowing a non-resident real estate broker to apply for a Kansas real estate salesperson license would correct a loophole in Kansas real estate license law related to non-resident licensees. Any fiscal effect associated with SB 352 is not reflected in *The FY 2017 Governor's Budget Report*.

Sincerely,



Shawn Sullivan,  
Director of the Budget

cc: Eirk Wisner, Real Estate Commission