



April 14, 2023

Honorable Brian Maienschein  
Chair, Assembly Committee on Judiciary  
State of California  
1020 N Street, Room 104  
Sacramento, CA 95814

**Re: AB-1345 Contracts: Residential Exclusive Listing Agreements Act: prohibition. - SUPPORT**

Dear Chair Maienschein:

On behalf of Zillow, I am writing to express our support for the pro-consumer protections included in [AB 1345](#), which seeks to protect Californians from harm caused by long-term exclusive listing agreements and the practice of using such agreements to encumber homeowners' titles. We are grateful to Assemblymembers Hart and Wilson for bringing forward this important bill.

Zillow was founded to bring transparency to the real estate market, empowering consumers to make smarter, more informed decisions in what is often the most significant, consequential financial transaction of their lives. Deceptive practices have no place in the real estate industry. We strongly support protections to ensure that consumers in the real estate market do not unwittingly jeopardize their most valuable asset.

Homeownership can be the gateway to financial stability and generational wealth creation – and AB 1345 seeks to protect this important resource for homeowners. Consumers rely on real estate professionals to act in good faith and help them understand complex real estate processes, and by and large, they do. However, regulation is needed to protect consumers from emerging, deceptive practices by bad actors that lock homeowners into lengthy and costly listing agreements with terms they do not fully understand. These predatory agreements include paying homeowners small amounts of cash upfront in exchange for exclusive future listing rights of their homes – binding for up to 40 years, enforced through a lien that restricts heirs, and costing tens of thousands of dollars for a homeowner to terminate an agreement.

By limiting bad actors' ability to use exclusive listing agreements to cause harm to consumers, AB 1345 ensures that homeowners can utilize their homes as an asset while ensuring that they do not become unsuspecting victims of predatory terms. This bill provides crucial protections for consumers by limiting agreements providing an exclusive right to list to one year and by prohibiting such agreements to be recorded as a lien on the property.

While the predatory practices this bill seeks to address are not the norm in the real estate industry, we believe this measure is an important and effective proactive step to protect consumers from these emerging, deceptive practices.

We thank you for your consideration and urge your support.

Sincerely,

A handwritten signature in grey ink, appearing to read "A Boone". The signature is fluid and cursive, with the first letter being a large capital 'A'.

Anna Boone  
Senior Manager, Government Relations and Public Affairs  
Zillow Group  
Email: [annabo@zillowgroup.com](mailto:annabo@zillowgroup.com)