



House Bill 1239 – Real Estate Brokers – Brokerage Agreements - Requirements

Position: Support

Maryland REALTORS® supports the House Bill 1239, to make clarifying amendments to the Maryland Real Estate Brokerage Act concerning brokerage compensation.

The Business and Professions Article §17–534 outlines the requirements for brokerage agreements between real estate brokers and their buyer and seller clients. Those requirements include a statement of the compensation that the real estate brokerage will receive, whether that broker can receive compensation from someone other than the client, and what actions entitle that brokerage to compensation.

Unfortunately, in practice, not every brokerage agreement details compensation in a way that is clear and unambiguous to the client. For instance, compensation may be described in general terms, or may simply indicate that compensation for a buyers' brokerage will be sought from the listing brokerage.

The provisions of HB 1239 will require specificity from both buyer and listing brokerages. It mandates that compensation be listed as a dollar amount, a percentage, or a combination of those measures. It also requires the brokerage to disclose what fees will be due if the amount of compensation outlined in the brokerage agreement differs from the amount offered by a cooperating broker.

Through these changes, we will enhance consumer transparency for brokerage compensation during real estate transactions. For these reasons, Maryland REALTORS® asks for a favorable vote on HB 1239.

**For more information contact lisa.may@mdrealtor.org
or christa.mcgee@mdrealtor.org**