



**JAY EDWARDS & ASSOCIATES, LLC**  
1310 E. CHURCHVILLE RD, BEL AIR, MARYLAND 21014  
Ph: 410-569-4125 or 800-992-9045 Fax: 410-569-8556  
[www.jayedwardsauction.com](http://www.jayedwardsauction.com)

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February 18, 2020  
House of Delegates  
Annapolis, Maryland

Good afternoon Honorable Delegates:

My name is Jay Edwards. I have been in the auction business for 31 years. Before that my father was an auctioneer since 1972 so you can say I have grown up in the auction business. In all that time, I can say I know there has always been an exception for auctioneers to sell real estate at public auction.

HB 1006 seeks to eliminate that exemption which I believe could be catastrophic for many small businesses.

Many of us have invested thousands of dollars and hours into our livelihood's to make our companies the best auction companies out there including seminars, continuing education, and local and national conventions, national credentials like CAI (Certified Auctioneers Institute), AARE (Accredited Auctioneer of Real Estate). Now, all of a sudden we are being told that to continue being an auctioneer we must be a realtor as well.





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What that means is that you will also need to have a brokerage as well. These are costs added to the bottom line that many small businesses will not be able to bear. A very big obstacle to licensure is that if you truly want to be your own boss, you will need to get your own brokers license and that may take up to three and a half years. By then, you may very well be out of business. Costs we already incur include local licenses, insurance bonds, property & casualty insurance, E & O insurance, salaries & wages and taxes. Now all of these fees and expenses I am sure will be duplicated as well on top of it all.

Stephen M. Ross analysis of this bill I believe is right on point when he says, “The effect could be meaningful”. I would go one step further and say the effect could be a definite game changer or complete shutdown of the business for some.





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My experience has been that we have always been in competition with realtors. The introduction and passage of this partisan bill is only serving one master and that is the realtor. We are suddenly forced to partner and pay fees to the brokerage in order to do business in Maryland.

Thru all of the hardships of being a small business owner I have endured to this point through sleepless nights and obstacles that the people here before you have endured. Most of us endured these hardships because we truly enjoy being our own boss.

I hereby respectfully ask that you NOT support this bill! This could be catastrophic for the auction industry.

Thank you for your time,

Jay Edwards  
Maryland Auctioneer

