

Mr. Samuel I. Rosenberg, Maryland State Delegate
365 Taylor House Office Building
6 Bladen Street
Annapolis, MD 21401

Re: House Bill 301 (Real Estate Brokers – Brokerage Services - Real Estate Wholesaling)

Dear Mr. Rosenberg:

In regards to the above referenced House Bill I would like to put forth my comments regarding opposition; as a Real Estate investor and concerned citizen.

People have a right to be involved in the sale of ANY personal private property they own without anyone's interference and FORCED to use a particular organization (Realtors). As long as the transaction is done through legal means and all paper work is properly filed with the state as required.

This bill will require an owner who sells more than 2 properties a year, does more than 2 options or wholesale deals a year to be licensed as a Realtor when they have been doing this for themselves for their whole life and this is their business.

The state will always receive it's money (Tax's, Fees and other costs as required) since a home sale MUST always be done through a Licensed Title Attorney. I see this House Bill 301 as a true government overreach into a person's life and personal property and how they wish to deal with it by saying I or other's can ONLY use a Realtor, by destroying the wholesaling industry along with other industries that feed into real estate.

Real Estate marketing and sales is changing. One merely has to do a on-line search and you will find dozens if not hundreds of companies that offer real estate services of ALL kinds in Maryland (and country wide). Real Estate Wholesaling buyers advertise on TV and through mailings and other on-line means, this will effectively end their business in favor of a monopoly, Realtors.

It will also end 100's and 100's of other jobs of contractors repairing houses and others. This is a Government Bill that will have far reaching effects on all real estate related jobs including repairing/renovating abandoned houses in Baltimore and all area's of Maryland.

This Bill has not been fully thought out and researched. This is a blatant attempt by one industry (Realtors) to control all aspects of a free market, regardless of what other businesses get hurt in the process.

I would ask you to withdraw this House Bill as it does not represent America's idea of a free society regarding your own personal possessions. We don't need government "baby sitting" us and our personal property!!!

Below are my individual comments to each section of this House Bill:

(Refer to House Bill 301's wording and corresponding numbers to understand my comments below)

(Section 17-101)

(1)

(i) If I know of a friend/person who has a residential property for rent/sale I cannot tell anyone about this property for financial gain?

(ii) Nor can I collect rent for a friend/family member or as an agreed upon service either for a person or other business acquaintance on properties owned?

(2) Does this statement mean that you are going to prevent private leasing/renting companies from doing business unless a Realtor is involved? What about rental services Apartments.com and dozens of others? Also, how would this effect Zillow, Redfin and other Real Estate sites that advertise houses for purchase?

(3) Options on Real Estate have been going on for a 100 years, now House Bill 301 will prevent that transaction?

(4) Again, how will this effect Zillow, Redfin who's primary purpose is to list (through publication) Real Estate for the primary purpose of real estate sales?

(5) In any state, how will this be enacted in other states?

(6) What is your definition of a consultant? I give advice to people all the time regarding Real Estate will this practice now be prohibited?

(7) Does this mean I can no longer buy a property without the use of a Real Estate Agent? I can no longer find a property (more than 2) on my own and purchase that property as a FSBO (for sale by owner) and use a contract and a Settlement Title company to purchase that property. Also, I can no longer tell another about this property, nor can I repair this property and resell properties more two times a year?

17-301

(a) 1 and 2

This seems to be the point of this House Bill completely, that only Real Estate Agents can service or be involved in the real estate industry. This House Bill 301 is a step backwards, people want to deal with their personal property as they see fit.

I think my final question is: Who will enforce these rules (laws) if broken by people who are not Realtor's; are you planning to start, a Real Estate Police Force?

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