

## **Testimony in Support of HB0013: An Act to Remove Buyer Names from Contracts of Sale During Real Estate Negotiations in Maryland By Co-Author Rodney Dotson**

### **Introduction**

Honorable Members of the Committee, I am writing to express my strong support for HB0013, a bill that seeks to remove the buyer's name from the Contract of Sale during the negotiation process in residential real estate transactions in Maryland. This legislation presents several key benefits that will enhance fairness, protect buyer privacy, and improve the overall efficiency of the real estate market in our state.

### **Enhancing Fairness and Reducing Bias**

By removing the buyer's name from the Contract of Sale during negotiations, HB0013 helps to eliminate potential biases—whether conscious or unconscious—that could influence sellers' decisions. Personal information such as names may inadvertently reveal details about a buyer's background, leading to decisions influenced by factors unrelated to the financial and contractual merits of the offer. This bill promotes a fair and equitable process where all buyers are judged solely on the strength of their offers rather than personal characteristics.

### **Protecting Buyer Privacy**

In today's digital age, personal information is more accessible than ever. Keeping buyers' names confidential during negotiations helps protect their privacy and reduces the risk of unwanted exposure or discrimination. This safeguard ensures that buyers can participate in the real estate market without concerns over personal scrutiny or potential misuse of their information.

### **Improving Market Efficiency**

The proposed legislation would streamline the negotiation process by focusing on objective financial terms and contingencies rather than subjective factors tied to the buyer's identity. This can lead to quicker, more transparent transactions and reduce instances of delayed or stalled negotiations based on non-financial considerations.

### **Encouraging Broader Market Participation**

Many prospective buyers may feel discouraged from entering the market due to concerns over discrimination or privacy invasion. HB0013 can help alleviate these concerns, fostering a more inclusive real estate environment that encourages broader participation from diverse demographic and socioeconomic groups.

### **Conclusion**

Passing HB0013 would be a significant step forward in ensuring a fair, efficient, and inclusive real estate market in Maryland. By focusing negotiations solely on the merits of an offer, this bill benefits buyers, sellers, and the overall integrity of the real estate industry. I urge the Committee to support this important legislation to create a more equitable housing market for all Maryland residents.

Thank you for your time and consideration.