

February 24th, 2026

The Honorable Kriselda Valderrama
Chair, House Economic Matters Committee
230 Taylor House Office Building
Annapolis, Maryland 21401

RE: MBIA Letter of Support with Amendments HB 850 Home Builders - Open House - Sales Representative Disclosure Requirements

Dear Chair Valderrama,

The Maryland Building Industry Association, representing 100,000 employees of the building industry across the State of Maryland, appreciates the opportunity to participate in the discussion surrounding **HB 850 Home Builders - Open House - Sales Representative Disclosure Requirements**.

While we support the intent of the bill to increase transparency for homebuyers, our industry has some concerns we would like the committee to address. The requirement to display the MHBR registration number on the property is not a significant burden to builders, though the consumer purpose of this requirement is unclear. Requiring display of an individual sales representative's registration is unnecessary when the builder's registration information is already required to be displayed.

It is also unclear whether the bill intends for builders to provide a hard copy disclosure to every prospective buyer. This approach is impractical and unlikely to be effective. An alternative would be to include the disclosure language in any registration or sign-in form completed by a prospective buyer. Requiring the disclosure to appear on "any written materials" is overly broad and could unintentionally include documents such as site plans or specification sheets. Posting the disclosure on a sign within the model home would be more reasonable.

All buyers of new homes in Maryland are already required to be provided with the attached document [Buying a New Home: Consumer Rights and Remedies](#), as well as the Escrow Disclosure. The Consumer Rights and Remedies document could be clarified to include information that the sales representative works for the builder.

MBIA is concerned that the language regarding a buyer's right to obtain independent representation could be misinterpreted to suggest that the builder is required to compensate or otherwise honor the buyer's independent representative as a party to the contract. Language is needed to make it clear that the builder has no obligation to compensate or contract with a buyer's independent representative.

For these reasons, MBIA respectfully requests the Committee give this measure a favorable report with our suggested amendments. Thank you for your consideration.

For more information about this position, please contact Lori Graf at 410-800-7327 or lgraf@marylandbuilders.org.

cc: Members of the House Economic Matters Committee