



House Bill 850 - Home Builders - Open House - Sales Representative Disclosure Requirements

Position: Support

Maryland REALTORS® supports HB 850. This legislation requires a home builder holding a property open to the public to display a clear and conspicuous notice stating that the sales representative works for the builder, owes loyalty solely to the builder, and that buyers have the right to obtain independent representation. The bill further ensures the disclosure is meaningful by requiring a simple font, letters at least one-half inch high, and an unobstructed placement.

Although disclosures are included in contracts and paperwork signed later in the process, important conversations often occur before a buyer reaches that stage. Prospective purchasers may discuss pricing, incentives, upgrades, or financing during an initial visit to a model home. At that point, they may not understand that the sales representative's duty of loyalty is exclusively to the builder.

HB 850 mirrors existing Maryland law that requires licensed real estate agents hosting open houses to post a sign advising prospective purchasers that the agent represents the seller, must promote the seller's interests, and that buyers are entitled to their own representation. The current text of that posted disclosure can be found at: [mrecopenhouse.pdf](#). Extending a similar disclosure to builder representatives promotes consistency and transparency across the marketplace.

By providing notice at the outset, HB 850 supports informed decision-making, reduces confusion, and strengthens consumer confidence. Maryland REALTORS® respectfully requests a favorable report.

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