



January 5, 2021

The Honorable Paul G. Pinsky, Chair
Senate Education, Health and Environmental Affairs
2 West, Miller Senate Office Building
Annapolis, MD 21401

Support w/ Amendments – SB 73 – Property Managers Registration

Dear, Chair Pinsky and Committee Members:

The NAIOP Maryland Chapters represent more than 700 companies that develop and own residential, commercial, industrial, and mixed-use real estate. On behalf of our member companies, I am writing to support SB 73 with amendments.

Since this legislation was first introduced during the 2017 session NAIOP has worked with bill sponsors, the Maryland Association of Realtors and other industry stakeholders to develop a legislative framework that addresses the concerns raised by the Realtors but is sensitive to the structure of contemporary, full-service real estate enterprises, the scope of building types and tenant services those organizations provide and how they are delivered.

We believe the House Economic Matters Committee amendments represent a consensus position of the stakeholders and those amendments are the basis for NAIOP's support with amendments position on SB 73. Important elements of the House version remove potential barriers to what our service employees and affiliated companies can do to meet the needs of our tenants. Broadly, the basis for our support for the reprint rests on that fact that:

- + The scope of registration better reflects the impetus for this legislation which, as we understand it, is to respond to the actions of a few real estate licensees who were able to provide residential property management services in Frederick County after their licenses were revoked.
- + It is sensitive to that fact that today's large real estate companies deliver leasing, maintenance, construction, building operations, accounting, marketing, and other tenant services through multiple, related business entities.

Please feel free to contact me directly if you have questions or concerns about the amendments or the important role they play in our position.

NAIOP respectfully recommends your favorable w/ amendments report on SB 73.

Sincerely,

A handwritten signature in blue ink that reads "Tom Ballentine".

Tom Ballentine, Vice President for Policy
NAIOP Maryland Chapters -*The Association for Commercial Real Estate*

cc: Senate Education, Health and Environmental Affairs Committee Members
Nick Manis – Manis, Canning Assoc.