



# DC RESALE Act

As written, the DC RESALE Act would hurt consumers and small businesses by entrenching the power of dominant ticketing companies and restricting fan choice. The District has an opportunity to strengthen consumer protections for fans without empowering monopolies like Live Nation by prioritizing transparency, transferability, and fairness in ticketing.

## 01 Excessive Fees and Deceptive Pricing



Live Nation controls roughly 80% of the primary ticketing market, allowing them to impose high fees, hold back a large portion of tickets from fans, and restrict competition.

- The FTC recently alleged Live Nation misled consumers by listing prices that hid mandatory fees—sometimes adding up to 44% of the ticket cost.
- Capping resale prices at face value +10% will not fix this. Instead, it will drive fans to less-regulated and more expensive channels.
- Ticketmaster also holds back large swaths of tickets for various pre-sales, inaccurately representing the number of tickets on sale when fans think the full inventory is available.

Rather than capping resale prices, **the District should prioritize all-in pricing and full disclosure of ticket amounts by primary sellers to ensure fans see the real price upfront.**

## 02 Speculative Tickets



The real issue isn't speculative listing—it's fraudulent sellers. It doesn't happen often in ticketing because most major resale platforms already have strict vetting and penalties for unfulfilled sales. The TICKET Act, which has received bipartisan support in both houses of Congress, addresses this concern by requiring sellers to disclose whether a ticket they're selling is actually in their possession.

**CTF urges the District to follow this standard and allow transparent, regulated speculative listings with penalties for non-delivery, rather than a blanket ban that limits legitimate resellers.**

## 03 Transferability



CTF believes that a ticket, once purchased, belongs to the person who purchased it. Fans should be free to use, sell, or gift a ticket as they choose. As written, the Act restricts transfers unless disclosed prior to purchase. In reality, a disclaimer will not protect consumers if they do not have the ability to get a refund, sell the ticket, or transfer it to a friend when plans change.

**The District should implement stronger provisions to fully prevent ticket sellers from restricting transfers, as well as ensuring refund rights for consumers.**

## 04 Bots



CTF opposes the use of software to automate the purchase of tickets. These software programs, or “bots,” can purchase tickets faster and in greater volume than any human is capable of. The presence of these bots puts anyone looking to buy tickets at a disadvantage.

**Any effort to rid the ticket buying experience of automated ticket purchasing bots is worth pursuing.**



## 05 Equally Applying Rules to Primary and Independent Sellers



The Act lays out civil penalties of \$5,000 for the first violation of its rules and \$10,000 for any subsequent violations. It also places an unequal burden on independent resellers by:

- Imposing responsibilities only on independent ticket exchanges to ensure fair practices, excluding the primary market
- Requiring resellers selling 50+ tickets annually to register with the Department of Licensing and Consumer Protection each year and maintain a surety bond of at least \$10,000

**Rather than singling out independent resellers, the District should ensure that these provisions are equally applied to primary and independent resellers.**

## THE COALITION FOR TICKET FAIRNESS

The Coalition for Ticket Fairness (CTF) is the leading industry coalition advocating for fair and transparent ticketing policies that protect fans and season ticket holders. Our members are small and medium-sized businesses that deal with ticket sales for live music and events, as well as individual sports and music enthusiasts.