

**MARYLAND REAL ESTATE COMMISSION**  
**500 North Calvert Street**  
**Baltimore, MD 21202**

Mission: Protecting the health, safety, and welfare of the public  
through examination, licensing, and regulatory activities regarding real estate

**BUSINESS MEETING MINUTES**  
**December 19, 2018 10:30 a.m.**

**Highlights from the meeting:**

- Guaranty fund balance for October is \$1,145,974.90
- Two complaints, stemming from property management, are pending and total over \$100,000

**PRESENT:**

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)  
Commissioner Marla Johnson (Industry)  
Commissioner Demetria Scott (Industry)  
Commissioner Anne Cooke (Industry)  
Commissioner Kambon Williams (Consumer)  
Matthew Lawrence, AAG  
Jessica Praley, AAG  
Commissioner Karen Baker (Consumer)  
Commissioner Jeff Wright (Industry)  
Charlene Faison, Education Director, Session Recorder  
Michael Kasnic, Executive Director

**ABSENT:**

Commissioner James Reeder (Consumer)

**PUBLIC IN ATTENDANCE:**

Kathie Connelly, Broker  
Jason Brand, AACAR  
Susan Mitchell, MR

**CALL TO ORDER:**

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:35 AM

**REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

**Motion** (made by Karen Baker, seconded by Jeff Wright) **To approve the Administrative Dismissals for the month of December 2018. Motion carried.**

**APPROVAL OF MINUTES:**

**Motion** (made by Karen Baker, seconded by Marla Johnson) **To approve the minutes of the November 21, 2018 business meeting.**

## **COMMITTEE REPORTS:**

### 1. Education – Jeff Wright

- For the month of November 2018 PSI administered 885 salesperson and 44 broker exams, compared to 1079 salesperson and 59 broker exams in November 2017.

### 2. Legislative – Marla Johnson, Legislative Chair

- No comment from Commission Johnson
- Susan Mitchell, MR, gave brief run-down of legislation MR seeks to submit; escrow agreement, client confidentiality, Air BNB regulations, mortgage debt forgiveness

## **COMMENTS FROM EXECUTIVE DIRECTOR:** Michael Kasnic

1. Current license count totals 45,315, of which 4,332 are brokers, 3,101 are associate brokers and 37,357 are salespersons, 122 are reciprocal brokers, 51 are reciprocal associate brokers, and 352 are reciprocal salesperson. Inactive total was not reported. There are 755 branch offices.
2. Guaranty fund balance for October is \$1,145,974.90.
3. Property management – There are two complaints, involving multiple parties, pending for property management, with claimed amounts totaling over \$100,000.
4. Home Buyers solicitation letter and “wholesaling” – Chair D’Ambrosia mentions this not a new a phenomenon but MREC has no jurisdiction over this type of solicitation. MREC was made aware of the letter because it was sent to several real estate agents.
5. Residential Property Disclosure Form suggestions – Changes were highlighted.

**Motion** (made by Demetria Scott, seconded by Marla Johnson) **To discuss changes on the form.**

Commissioner Scott questions who proposed these changes and if information should be located in a different area of the form; Commissioner Johnson proposes deletion of some of the language in 8A regarding smoke alarms.

**All in favor to allow Commission to move forward with suggested changes.**

6. Advertising checklist – Mr. Kasnic and AAG Praley met to discuss changes to language pertaining to inducements. Commissioner Scott reminds everyone the question comes from specific language in the section 17-322. AAG Praley will draft a few more suggestions of possible language changes and present at a later meeting.

## **COMMENTS FROM COUNSEL:** Jessica Praley, AAG

- Property management – In response to Commissioner Johnson’s request to not hear property management cases, Ms. Praley read through the statute and unfortunately if the agent is doing property management under a real estate license, the Commission must hear the cases. Commission would need to decide if it wants counsel to proceed with researching if language pertaining to excluding property management can be added.
- **Motion** (made by Marla Johnson, seconded by Anne Cooke) **For counsel to proceed with researching options of changing statute to exclude property management from the statute. All in favor. Motion carried.**

- The comment period for proposed changes to COMAR 09.11.01.02 has passed. There were none. **Motion** (made by Jeff Wright, seconded by Marla Johnson) **To approve new language of COMAR 09.11.01.02. All in favor. Motion carried.**

**COMMENTS FROM CHAIR:** J. Nicholas D’Ambrosia

- Commissioners D’Ambrosia, Cooke and Wright will be attending the ARELLO Leadership meeting next month in AZ.
- Invited by FBI to NAR meeting in Washington, DC. Meeting was to discuss wire fraud. A coalition is being put together to educate consumers about fraud.
- Chair reminds Commissioners we have a safety video online; believes steps should be made to think of ways to warn agents about being safe while working. Wants Commissioners to think of ways to share safety concerns and bring ideas to next meeting.

**UNFINISHED BUSINESS:**

- None.

**NEW BUSINESS:**

- None.

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 11:43 A.M. The next monthly business meeting is Wednesday, January 16, 2019.

APPROVED AS PRESENTED \_\_\_\_\_  
J. Nicholas D’Ambrosia, Chairperson

APPROVED AS AMENDED \_\_\_\_\_  
J. Nicholas D’Ambrosia, Chairperson