
Maryland Real Estate Commission
Business Meeting
Meeting Minutes

DATE: October 18, 2023

TIME: 10:30 A.M.

LOCATION: 1100 N. Eutaw St.
5th Floor Conference Room
Baltimore, MD 21201
(Teleconference via Google Meet)

MEMBERS PRESENT:

Demetria Scott, *Commissioner*
Donna Horgan, *Commissioner*
Sandy Olson, *Commissioner*
Jacinta Bottoms-Spencer, *Commissioner*
Nea Maloo, *Commissioner*
Michael Lord, *Commissioner*
Kambon Williams, *Commissioner*
Jean-Jacques Ellong, *Commissioner*

MEMBERS ABSENT:

Michael Thomas, *Commissioner*

STAFF PRESENT:

Robert Pambianco, *AAG*
Michael Kasnic, *Executive Director*
Charlene Faison, *Education Director*
John Dove, *Commissioner, Dept. of Labor*

PUBLIC PRESENT:

Christina McGee, *Maryland Realtors*
Brenda Kasuva, *MREEA*
Marie Lagos, *Branch Office Mgr., Berkshire Hathaway*
Kathie Connelly, *Broker*
Kim Caspari, *Broker & Attorney*

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Brandi Smith
Barbara Maloney, Instructor

Roll Call/Quorum Announced and Meeting Called to Order

Chair called the meeting to order at 10:32 A.M..

Approval of Report of Complaints/Administrative Dismissals

None.

Approval of Minutes

Motion (made by Jacinta Bottoms-Spencer, seconded by Nea Maloo) **To approve the minutes, of the September 27, 2023 business meeting. Motion carried.**

Committee Reports

Education – Jacinta Bottoms-Spencer, Chair

- For the month of September 2022, PSI administered 941 salesperson and 97 broker exams, compared to 872 salesperson and 54 broker exams in September 2023.

Legislative – Donna Horgan, Chair

- Radon bill will not move forward beyond the Secretary's office; committee will continue to work on it and resubmit in the future.
- Next legislative meeting is next Tuesday.
- Commissioner Maloo would like to know the next steps for the radon bill – where do we go from here? Chair informs all that MREC will work to set up a meeting with MD Dept. of the Environment to revise the bill.

Comments from Executive Director

- On October 10, 2023, a letter was sent to West Virginia brokers that they will need to establish a Maryland office by January 1, 2024.
- Hard stop for CE was revised and went into effect yesterday at 3:50PM.
- Counterpart in Home Inspection Board is tracking a bill that will be introduced in Massachusetts. It allows for the opportunity for inspections by buyers within 10 days without saying if they will do it or not. Mr. Kasnic will share what was sent to him.
- Mr. Kasnic's slides showing the mission statement, consumer reminder, licensing stats, complaints and guaranty fund balance were shared.
- Complaints – Again, the hard stop on CE did not go into effect until yesterday. Last month's uptick in numbers was primarily due to CE audits. The projected end of year total is 1188.
- Since last month's meeting, Mr. Kasnic met with Deputy Commission McDermott and gave an update on the happenings of the Commission.
- Invited to speak at an event on October 31, 2023.

Comments from Counsel

- None.

Comments from Chair

- There are a number of issues being worked on; a report will be forthcoming.

Old Business

- Commissioner Bottoms-Spencer brought up the 3-day deadline for CE to be reported by education providers. It was asked by Maryland Realtors if the three business days could start at the end of a multiple day training.

Motion (made by Jacinta Bottoms-Spencer, seconded by Nea Maloo) **That the three business day requirement to submit CE starts at the end of a multi-day event. Opposed: Commissioner Scott Abstain: Commissioner Williams. Absent: Commissioner Thomas. Motion carried.**

- Wholesaling – Commissioner Williams provided an update on the subject explaining there is a struggle to definitively define wholesaling. There appears to be legislation in the works that pre-empted what the task force is doing.
 - The task force believes wholesaling should be considered activity that requires a real estate license.
 - Commissioner Bottoms-Spencer indicates she has sat in training and on panels and the question is always *is wholesaling providing brokerage services*. She shared a list of tasks persons doing wholesale performs and again asks is this wholesaling.

New Business

- None.

Public Comment

- Christa McGee, MR, asked for a copy of the document Commissioner Williams was referring to.
- Marie Lagos, Berkshire Hathaway, advises she has knowledge of wholesaling and explains it is bigger than what MREC has cited. She offered the opportunity to provide more information at a later time. She states the practice is not something that should be supported or accepted in Maryland.
- Brenda Kasuva, MREEA, shared that no school has shared having an issue with uploading CE within three days. She would like to know the consequences to the school if they do not upload on time.
- Kim Caspiri offered more information on wholesaling and warns of licensees giving legal advice when dealing with wholesaling.

Adjournment

There being no further business, the meeting adjourned at 12:30 P.M. The next monthly business meeting is Wednesday, November 15, 2023.

APPROVED AS PRESENTED _____
Donna Horgan, Chairperson

APPROVED AS AMENDED _____
Donna Horgan, Chairperson