

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 16, 2016 10:30 a.m.

Highlights from the meeting:

- Current license count is 42,200
- Guaranty fund balance for October - \$919,924.84
- New agency law is still an issue for many agents
- Second round of test writing with PSI representatives took place immediately following the business meeting
- Concern from schools exists regarding collection of social security numbers

PRESENT:

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Marla Johnson (Industry)
Commissioner James Reeder (Consumer)
Commissioner Jeff Wright (Industry)
Commissioner Anne Cooke (Industry)
Commissioner Karen Baker (Consumer)
Brian Weeks, AAG
Katherine F. Connelly, Executive Director
Charlene Faison, Education Administrator, Session Recorder
Jillian Lord, Assistant Executive Director

ABSENT:

PUBLIC IN ATTENDANCE:

Mark Feinroth, MAR
Wayne Thorburn, PSI

CALL TO ORDER:

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:34 a.m.

APPROVAL OF MINUTES:

Motion (made by Marla Johnson, seconded by Anne Cooke) **To approve the minutes of the November 16, 2016 business meeting. Unanimous approval.**

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Karen Baker, seconded by Jeff Wright) **To approve the Administrative Dismissals for the month of December 2016. Motion carried.**

COMMITTEE REPORTS:

1. Education – Jeff Wright
 - For the month of November 2016 PSI administered 856 salesperson and 34 broker exams, compared to 809 salesperson and 33 broker exams in November 2015.
 - Mr. Wright thanked everyone that attended the test writing session with PSI.
2. Legislative – Marla Johnson, Legislative Chair
 - No comments from Commissioner Johnson.

COMMENTS FROM EXECUTIVE DIRECTOR: Katherine F. Connelly

1. Ms. Connelly introduced Darlene Bedford-Martin, MREC's new Licensing Supervisor.
2. Current license count totals 42,200, of which 4,334 are brokers, 3,046 are associate brokers, 33,805 salespersons. Of the total count, 1,695 are inactive.
3. Guaranty fund balance for October - \$919,924.84 and we paid \$11,259.92 in claims for the month.
4. Agency is still an issue among agents and brokers. Agents are still requiring people to present agency forms with contracts. Many discussions being held regarding changing roles during a transaction, doing CMAs, people not following new law; all of which are issues of concern to the Commission.
5. Meeting dates – All meetings will be held the third Wednesday of the month, with the exception of May and September. The May meeting will be held on May 31, 2017 and the September meeting will be held on September 13, 2017.
6. Ms. Connelly spoke with a representative from CE Shop regarding their new method of giving final exams. It was learned they are not attempting to sell the system to anyone; they are just using it where they are allowed to. Approval from Maryland Higher Education Commission (MHEC) is not needed as they no longer are under their jurisdiction; CE Shop will remain under MREC's jurisdiction. The ratio for the exam proctor is a maximum of 4 students to 1 proctor. If CE Shop did sell the method to other schools, those schools would need to obtain their own permission from MHEC to use the delivery method.
 - **Motion** (made by Marla Johnson, seconded by Anne Cooke) **To allow CE Shop to utilize virtual testing for proctored exams. Motion carried.**
7. Ms. Connelly will work with legal counsel to create language that the Commission is allowed to redraw CE Shop's approval of virtual proctored exams after review of statistics.
8. A concern with schools is their need to collect social security numbers and submit to PSI. There have been many instances of social security numbers being entered incorrectly resulting in the candidate not being able to apply for a license electronically.
9. Ms. Connelly will be attending the ARELLO Changing of the Guard meeting in Chicago in December and leadership meeting in January as she is a member of the Board of Directors.
10. Ms. Connelly commended the test writing participants for a productive day and a half of reviewing, editing and writing exam questions for the broker and salesperson exams. Those individuals will meet again following the business meeting to continue writing more exam questions for the PSI test question bank.
11. January 24, 2017 is the date chosen for the meeting with all education providers. Notices have been sent out to them to hold the date. While the meeting is not mandatory, it is being stressed as an important meeting.
12. The ARELLO mid-year meetings are set for April 26-29 in Louisville, KY. The annual conference will be in Hawaii. Approval is being asked for early in order to secure the best prices for airfare, etc.

COMMENTS FROM COUNSEL: Brian Weeks

1. Final publication of the second round of fee reductions will be in the December 23, 2016 issue of the Maryland Register. Fee reductions will take effect January 2, 2017.

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia

- None

UNFINISHED BUSINESS:

- None

NEW BUSINESS:

- None

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:31 A.M. The next monthly business meeting is Wednesday, January 18, 2017.

APPROVED AS PRESENTED _____
J. Nicholas D'Ambrosia, Chairperson

APPROVED AS AMENDED _____
J. Nicholas D'Ambrosia, Chairperson