
Maryland Real Estate Commission

Business Meeting

Meeting Minutes

DATE: June 15, 2022

TIME: 10:30 A.M.

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

MEMBERS PRESENT: Donna Horgan, *Commissioner*
Marla Johnson, *Commissioner*
Anne Cooke, *Commissioner*
Michael Lord, *Commissioner*
Jacinta Bottoms-Spencer, *Commissioner*
Demetria Scott, *Commissioner*
Nea Maloo, *Commissioner*

MEMBERS ABSENT: Kambon Williams, *Commissioner*

STAFF PRESENT: Michael Kasnic, *Executive Director*
Jillian Lord, *Asst. Executive Director*
Charlene Faison, *Education Director*
Kausar Syed, *Deputy Commissioner*
Danielle Anderson, *Web Content and Outreach
Coordinator*
Jessica Praley, *AAG*

PUBLIC PRESENT: Brenda Kasuva, *MREEA*
Kathie Connelly, *Broker*
Barbara Maloney, *Coastal Assoc. of Realtors*
Susan Mitchell, *MR*
Sandy Olson, *Re/max Results*

Lisa May, MR
Chrissy Flavin, Coldwell Banker Realty
Gersha Porter, Exp Realty LLC
Jennifer Cernik, Next Step Realty
Kim Caspari, Maryland Real Estate Brokerage
Colette Massangale, MR
Kimberly Goudy, The CE Shop

Roll Call/Quorum Announced and Meeting Called to Order

Anne Cooke, Chair, called the meeting to order at 10:34 A.M.

Approval of Report of Complaints/Administrative Dismissals

Motion (made by Marla Johnson, seconded by Donna Horgan) **To approve the Administrative Dismissals for the month of June. Motion carried.**

Approval of Minutes

Motion (made by Donna Horgan, seconded by Marla Johnson) **To approve the minutes, of the May 18, 2022 business meeting. Motion carried.**

Committee Reports

Education – Demetria Scott, Chair

- For the month of May 2022, PSI administered 1347 salesperson and 87 broker exams, compared to 1257 salesperson and 105 broker exams in May 2021.
- Committee did not meet last month.
- Source of income handout will be shared for review.

Legislative – Demetria Scott, Chair

- Committee did not meet last month.
- Committee will meet on Tuesday and will review draft language from counsel.

Comments from Executive Director

- Acknowledged that others are present in the room, Charlene Faison and Danielle Anderson.
- Mission statement read.
- Current license count totals 49,639 of which 4,178 are brokers, 3,051 are associate brokers and 41,553 are salespersons, 154 are reciprocal brokers, 71 are reciprocal associate brokers, and 632 are reciprocal salesperson. Inactive total was not reported. There are 772 branch offices.
- Commissioner Maloo asked to a 5-year comparison of license stats.

- Guaranty fund balance as of April 30, 2022 is \$1,227,793.08. Commissioner Maloo would like a more detailed breakdown of the guaranty fund, as well.
- Complaints – Projected year-end total will be approximately 828 which is a 50% increase from a decade ago. Last month there were 58 complaints.
- Commissioner Scott suggested a community or open forum where the public may ask questions to address MREC not handling commission disputes.
- Legislative reminder – MREC formed a committee to discuss legislation to be submitted this session; there will be nothing submitted. Timeline for submission was received by email, yesterday.
- New employee – Danielle Anderson introduced as the new Web Content and Outreach Coordinator. Ms. Anderson introduced herself and briefly recapped some of her goals and duties.
- Commissioner Maloo would like to update the FAQ section on the website and maybe add how-to videos.
- In-person meeting attendance – Mr. Kasnic still recommends at least one in-person meeting.

Motion (made by Demetria Scott, seconded by Marla Johnson) **To have annual in person meeting each year between April and October. Motion carried.**

Among suggestions is creating a poll to decide which month is preferred.

All in favor – Commissioners Bottoms-Spencer, Scott, Lord and Horgan. Opposed – Commissioners Cooke and Johnson. Abstain – Commissioner Maloo. **Motion carried.**

Comments from Counsel

- No closed session today as counsel is not prepared to give advice.
- Response to Maryland Realtors has been prepared by counsel. Motion needed to move forward with issuing it.

Motion (made by Marla Johnson, seconded by Donna Horgan) **To approve the letter prepared by counsel and to be issued to Maryland Realtors. Motion carried.**

Comments from Chair

None

Old Business

Pocket cards – Commissioner Bottoms-Spencer requests that something be issued to licensees that pocket cards do not have to be carried on their person. Counsel reiterates this has already been discussed and noted in the minutes. Counsel would like it reflected again that there is no mandate requiring pocket cards to be carried on their person.

Public Comment

Susan Mitchell, MR – notes received directly from Ms. Mitchell by email

DISRUPTIVE MARKETING PRACTICE - The brokerage is paying homeowners to enter into marketing/listing agreements having a duration of 25 (South Carolina) to 40 (Virginia) years. The homeowners do not understand what they are signing, which could possibly amount to fraud in the inducement. In addition, the brokerage is recording the marketing/listing agreements in the land records, possibly constituting slander of title and certainly causing delays in settlement as the title companies try to clear title.

We believe they've only started operating in Maryland recently, so we've only been asked questions about the validity of the listing agreement. Attorneys for other state associations have said that the company is demanding 6% of the sales price to release its "lien."

EDUCATION

Fair Housing Resources were shared with Commissioner Maloo, Fair Housing Task Force Chair – AHWD; New Updated Fair Housing Outline and an Implicit Bias Course; NAR's Implicit Bias Training and [Fairhaven](#), a new fair housing simulation training for REALTORS® that uses the power of storytelling to help members identify, prevent, and address discriminatory practices in real estate. MREC may want to use on website.

- Computer use for Gamification, Surveys and Questions for In Person Learning – Possible Invite of MR instructors and MREA to MREC for demo and possible regulation update.

PUBLIC POLICY

- Post Licensing Education Specific to NEW LICENSEES – not additional hours, just targeted best practices curriculum for new licensees, i.e., escrow, contracts, etc.
- Wholesaling issue – MR would like to be part of MREC Wholesaling Task Force meetings. MR is supportive of the IL models as it pertains to wholesaling.
- Broker Succession Improved Legislation for smoother transition in the event Broker leaves or passes.

MR INTRODUCTION/ANNOUNCEMENTS –

- Bill Castelli will be accepting a great opportunity with MR's Contract Lobby Firm – Rifkin, Livingston et al.
- I, too, will take this opportunity to leave to take care of some long overdue family estate matters. All that said, it is my honor and privilege to reintroduce my fellow colleague Lisa May – our new director of Advocacy and Public Policy who will be liaison with the Commission moving forward temporarily with others to be announced.

New Business

Election of Chair

Motion (made by Marla Johnson, seconded by Donna Horgan) To nominate Commissioner Anne Cooke to remain as Chair.

Commissioner Horgan moves for nomination to be closed.

Vote taken for Commissioner Cooke to remain as chair; Commissioner Bottoms-Spencer abstained. **Motion Carried. Commissioner Cooke is Chair.**

Election of Vice-Chair

Motion (made by Marla Johnson, seconded by Donna Horgan) **To nominate Commissioner Demetria Scott to remain as Vice-Chair.**

Commissioner Horgan moves for nomination to be closed.

Vote taken for Commissioner Scott to remain as Vice-Chair; **Motion Carried. Commissioner Scott is Vice-Chair.**

Adjournment

There being no further business, the meeting adjourned at 12:02 P.M. The next monthly business meeting is Wednesday, July 20, 2022.

APPROVED AS PRESENTED _____
Anne Cooke, Chairperson

APPROVED AS AMENDED _____
Anne Cooke, Chairperson