

**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**  
**April 21, 2021 10:30 a.m.**  
**(held via Google Meet)**

**PRESENT:**

Commissioner Kambon Williams (Consumer)  
Commissioner Anne Cooke (Industry)  
Commissioner Jeff Wright (Industry)  
Commissioner J. Nicholas D'Ambrosia, Chair (Industry)  
Commissioner Demetria Scott (Industry)  
Commissioner Michelle Wilson (Consumer)  
Commissioner Michael Lord (Consumer)  
Charlene Faison, Education Director, Session Recorder  
Michael Kasnic, Executive Director  
Jillian Lord, Asst. Executive Director  
Jessica Praley, AAG  
Commissioner Marla Johnson (Industry)  
Michael Macri, MREC Investigator  
Gregory Morgan, DoL Commissioner

**ABSENT:**

Commissioner Karen Baker (Consumer)

**PUBLIC IN ATTENDANCE:**

Katalina Peter, GCAAR  
Matthew Peterson, Coldwell Banker RE School  
Filia Morgan-Xavier  
Jason Brand  
Kathie Connelly, Broker  
Brenda Kasuva, MREEA  
Jennifer Koller  
Bill Castelli, MR  
Zac Trupp, GCAAR  
David Politzer, KW Legacy  
Barbara Maloney

**CALL TO ORDER:**

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:31 AM.

## **REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

**Motion** (made by Marla Johnson, seconded by Jeff Wright) **To approve the Administrative Dismissals for the month of April 2021. Motion carried.**

## **APPROVAL OF MINUTES:**

**Motion** (made by Demetria Scott, seconded by Marla Johnson) **To approve the minutes, with amendments, of the March 17, 2021 business meeting.**

## **COMMITTEE REPORTS:**

- Education
  - For the month of March 2021, PSI administered 1516 salesperson and 115 broker exams, compared to 628 salesperson and 42 broker exams in March 2020.
  - The Education Committee, along with counsel, Michael Kasnic and Charlene Faison, met on February 23, 2021 to discuss letters received from local boards regarding requests for changes to virtual CE. The committee agreed, unanimously, to leave requirement to show identification unchanged; same for the monitor:student ratio. It was agreed to leave it unchanged, as well.
  - Education Chair, Demetria Scott, turns the conversation over to counsel for further comment.
  - Chair D'Ambrosia added background history to the association's requests before counsel commented.
  - Jessica Praley, counsel, states it is easier to change regulations than statute. If changes are desired, this would be a decision for the Education Committee to discuss. Counsel's recommendation would be to make any desired changes during the regular regulatory change period and not as an emergency action.
  - Commissioner Scott readdressed letters from local boards, reminding all the Commission is not ignoring requests but that regulation could not be changed in time for the events addressed in the letters; a regulation change, at minimum, would take 6 months.
  - Although the Education Committee has made its recommendation to not suggest changes to the regulation at this time, the larger commission is welcome to make a recommendation to visit the subject at a later date.
  - No Education Committee meeting will be held this month.
  
- Legislative – Marla Johnson, Legislative Chair
  - Marla Johnson, Chair, - Property management bill did not pass this year.
  - Jessica Praley offers updates on several bills:
    - Property management bill passed the house
    - Education requirement did not pass
    - [HB19](#) – passed
    - [HB399](#) – passed
    - Brokerage services bill – died in Senate
    - [HP952](#) – didn't get out of committee
    - Common registration bill – died in Senate
    - Confirmation of business registered with SDAT – passed

- Bill Castelli, MR offers comments
  - Public policy committee will be looking further at a bill.
  - Would like clarification that Zoom meetings continue. Chair D'Ambrosia confirms Zoom meetings will continue.
  - Commission Gregory Morgan warns to be careful when referencing the State of Emergency imposed by the Governor because Executive Orders have amended parts of the original executive order.
  - Bill on Buyer Signatures – Public policy commission looking into this bill a little further.
  - MR taking a look at pocket listing/coming soon. Chair D'Ambrosia thought the issue was resolved with NAR's Clear Policy.

NOTE: All bills for the current legislative session may be found at <http://206.125.169.9/RealtorStatusReport.html>

**COMMENTS FROM EXECUTIVE DIRECTOR:** Michael Kasnic

- Current license count totals 51,710 of which 4,523 are brokers, 3,218 are associate brokers and 43,223 are salespersons, 161 are reciprocal brokers, 69 are reciprocal associate brokers, and 516 are reciprocal salesperson. Inactive total was not reported. There are 698 branch offices.
- Guaranty fund balance as of February, 2021 is 1,108,256.30.
- There were 58 new complaints this month.
- Introduction of Michael Macri, latest investigator; Commission is not fully staffed in the area of investigators. Mr. Macri is a retired police officer from the city of Annapolis.
- License extensions end June 15, 2021; there have been a lot of questions regarding this, CE completion and renewal.
- Enovational- has new person on board with Department of Labor, Mr. Lucy. He's a contractor but works for Dept. of Labor. MREC is averaging 7 meetings a week to discuss and implement new system to ensure all pieces are working.
- Mr. Kasnic spoke with a P&P class. They were holding a graduation program.
- ARELLO – Count needed for which commissioner(s) will attend
  - Mid-year meeting is June 30-July 3 in San Antonio, TX
  - Annual meeting is Sept 15-19 in Orlando, TX
- Commissioner Scott received solicitation from a showing service. Mr. Kasnic received a response from the showing service and shared it with commissioners.
  - Chair D'Ambrosia states this is not the only showing service out there and recapped what they do. The issue the Chair has is the companies are usually paying agents directly which is a violation as payments must go through the broker. The second issue is disclosure. The service company claims the agent doesn't represent anyone.
  - Commissioner Scott shares the questions posed by the CEO of the showing company.

- Counsel’s recommendation is to reply that the letter is requesting legal advice and they need to speak to their own legal counsel. MREC does not give legal advice. Counsel will further review the letter and ad, if requested. Chair would like counsel to do so but think guidance is also needed for licensees because so many are doing this.
- Counsel notes that 17-101(l) in the broker’s act includes six (6) subsections and two of those have subsections so the section of providing brokerage services is quite extensive.
- Mr. Kasnic turns the floor over to Commissioner Gregory Morgan.
  - Staff at 500 N. Calvert Street will relocate to the N. Eutaw Street location; plans to relocate from Eutaw Street are on hold.
  - Building re-entry plan is being laid out with Dept. Of Budget & Management. Request made to not reopen to public without appointment. Pre-Covid we were averaging 450 visitors a month.

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

- No additional comments.

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

- MR is doing a podcast series; Chair was interviewed by Chuck Kasky.

**UNFINISHED BUSINESS:**

- Use of affidavits discussed under Education
- Showing services – already discussed
- Disclosure issue within LLC’s owned by agents – Commissioner Scott thinks this should be looked at as a larger group and determine if all is being done to deter this behavior. Panels should take this into consideration when reviewing cases of this nature.

**NEW BUSINESS:**

- Commissioner Scott knows there are two task forces going on and would like an update from the Fair Housing Task Force, chaired by Commissioner Wilson. Commissioner Scott offers to assist Commission Wilson on how to seek input from input from industry leaders.
- Commissioner Lord reminds all to submit financial disclosure report, if require.

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 11:52 A.M.. The next monthly business meeting is Wednesday, May 19, 2021.

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

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