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**Maryland Real Estate Commission**  
**Business Meeting**  
*Meeting Minutes*

DATE: August 16, 2023

TIME: 10:30 A.M.

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

MEMBERS PRESENT:

Michael Thomas, *Commissioner*  
Demetria Scott, *Commissioner*  
Donna Horgan, *Commissioner*  
Michael Lord, *Commissioner*  
Sandy Olson, *Commissioner*  
Jean-Jacques Ellong, *Commissioner*

MEMBERS ABSENT:

Jacinta Bottoms-Spencer, *Commissioner*  
Nea Maloo, *Commissioner*  
Kambon Williams, *Commissioner*

STAFF PRESENT:

Robert Pambianco, *AAG*  
Michael Kasnic, *Executive Director*  
Charlene Faison, *Education Director*  
Jillian Lord, *Asst. Executive Director*  
Lucinda Rezek, *Paralegal*

PUBLIC PRESENT:

Christina McGee, *Maryland Realtors*  
Brenda Kasuva, *MREEA*

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Stephanie Gones, The CE Shop  
Daisy Rezende, MD Chapter AARST  
Marie Lagos  
David Politzer

### 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

**Motion** (made by Sandy Olson, seconded by Jean-Jacques Ellong) **To approve the Administrative Dismissals for the month of August. Motion carried.**

### Approval of Minutes

**Motion** (made by Michael Lord, seconded by Michael Thomas) **To approve the minutes, of the July 19, 2023 business meeting. Motion carried.**

### Committee Reports

#### Education – Jacinta Bottoms-Spencer, Chair

- Absent.

#### Legislative – Donna Horgan, Chair

- Have not gotten feedback from Secretary's office about radon bill.
- Still working on background checks; more info to collect before subject is brought to the Commission for comment.

### Comments from Executive Director

- Commissioner Dove met with each unit within O&P about the operations of each unit.
- Meeting about electronic licensing system for O&P has taken place.
- Interviews were held for a position in licensing; didn't find fit so second round of interviews held.
- Meeting about O&P's move to new building was held; available space was discussed.
- Met with Maryland Realtors about concerns on both party's end.
- Mission statement and reminder to consumers slide shared.
- Current license count totals 49,083 of which 4,188 are brokers, 3,124 are associate brokers and 40,717 are salespersons, 168 are reciprocal brokers, 79 are reciprocal associate brokers, and 807 are reciprocal salesperson. There are 797 branch offices.
- The guaranty fund balance as of June 30, 2023 is \$1,322,537.02.
- The projected number of complaints for the fiscal year is 888. This number is being driven by the increase in CE audit non-compliance.
- Effective August 17, 2023, the electronic renewal system, will block licenses from renewing if all CE is not uploaded to the system at the time of renewal.
- Working with IT to try to find a solution for schools to upload CE; a spreadsheet as previously suggested will not be one of the options.
- Commissioner Lord has questions about license fee increase; would like a status update.

## Comments from Chair

- Chair asked if Maryland Realtors (MR) has any comments. Christa McGee responds.
  - MR has concerns with schools updating CE within 3 days.
  - Mentioned New Jersey requires agents to complete CE 90 days prior to renewal.
  - Willing to work with MREC to sponsor bills.
  - Wholesaling – MR would love to hear from MREC task force on the subject.
  - Public policy task force passed initiative on advertising complaints. Georgia found a workaround to complaints having to be submitted under oath like Maryland requires. They will investigate anonymous complaints.
  - Annual conference is September 19-21, 2023; Mr. Kasnic will be doing a session at the conference.
- Reminder given to agents to not give out lockbox info to anyone, earnest money deposits must be turned in and verified and to not wait until last minute to complete CE was given to agents.
- Commissioner Olson reminds everyone that West Virginia passed a law that brokers must have a physical location. Mr. Kasnic was informed about the passing of the law. MREC has prepared a letter that will go to West Virginia licensees soon.
- Christa McGee comments that West Virginia is looking at legislation to pull back the requirement.

## Comments from Counsel

- Mr. Pambianco is working closely with Mr. Kasnic and staff on getting acclimated to everything.
- Maryland law already existed that if another state requires a physical location, then one would be needed in Maryland so nothing changes with Maryland's law based on West Virginia's action.

## Old Business

- None.

## New Business

- None

## Public Comment

- Brenda Kasuva, MREEA
  - MREEA's next meeting is September 7, 2023.
  - When boards have big meetings can a QR code be used for attendees to be signed in and out?
  - Clarification requested on Christa McGee's question, when does the three days start? Is it the start or end of the conference?
  - Education Director adds that persons attending the conferences are not the people that are not completing their CE on time. The complaint of not enough time to enter CE from schools is not a problem because these schools have enough staff to enter CE. The arguments come from smaller schools that claim they are a one-person operation. Also noted that larger schools have as many as eight people uploading CE.

- David Politzer asks if person takes CE and school uploads late but person expired, will the late fee be waived?
  - Commissioner Lord prefers to allow staff to be communicated with, first, as they deal with it on a daily basis.
  - Commissioner Scott believes the fee should be paid. She suggests the education committee to meet with staff for comments and come back with suggestions.
- Commission Scott would like to postpone the requirement of the three business days to upload until after next month's meeting.

**Motion** (made by Demetria Scott, seconded by Sandy Olson) **For MREC to postpone implementation of the three business day CE upload requirement until after the Commission's September meeting and further instruct schools to poll course participants to find students whose license expires within 14 days and upload the credit for those students as expeditiously as possible. Motion withdrawn.**

- Commissioner Olson wants to know how information is disseminated to licensees. How will they know about the change taking effect tomorrow?
- Brenda Kasuva, MREEA would like to know if language about CE needing to be completed can be added to renewal notices. Mr. Kasnic will look into that.
- Christa McGee questioned if schools could be notified? Mrs. Faison advised that they are and a letter was prepared but was pending approval from Mr. Kasnic.

Adjournment

There being no further business, the meeting adjourned at 11:44 A.M. The next monthly business meeting is Wednesday, September 27, 2023.

APPROVED AS PRESENTED \_\_\_\_\_  
 Donna Horgan, Chairperson

APPROVED AS AMENDED \_\_\_\_\_  
 Donna Horgan, Chairperson