

**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, 2020 10:30 a.m.**

**PRESENT:**

Commissioner Karen Baker (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  
Jessica Praley, AAG  
Gregory Morgan, Labor Commissioner

**ABSENT:**

Commissioner Kambon Williams (Consumer)  
Commissioner Marla Johnson (Industry)

**PUBLIC IN ATTENDANCE:**

Susan Mitchell, MR  
Jason Brand, AACAR  
Kathie Connelly, Broker  
Herman White  
Sean Wilson  
Brenda Kasuva, MREEA  
John Gilmore  
Dawn Pollard, The Wilson Group at KW Legacy

**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 Karen Baker, seconded by Demetria Scott) **To approve the Administrative Dismissals for the month of December 2020. Motion carried.**

## **APPROVAL OF MINUTES:**

**Motion** (made by Karen Baker seconded by Jeff Wright) **To approve the minutes, of the November 18, 2020 business meeting.**

## **COMMITTEE REPORTS:**

- Education
  - For the month of November 2020 PSI administered 1046 salesperson and 70 broker exams, compared to 916 salesperson and 55 broker exams in November 2019.
  - Remote Proctoring – Chair suggests Commissioner Scott talk to Education Committee and have comments ready for next month’s meeting.
  - New protected classes (fair housing) Chair suggests Commissioner Scott coordinate with Michael Kasnic to secure a guest speaker to present on the topic.
  
- Legislative – Marla Johnson, Legislative Chair
  - Commissioner Johnson is absent.
  - Counsel has no comment.
  - Susan Mitchell, Maryland Realtors (MR) made the following comments:
    - MR continues to focus on property management.
    - MR will make a formal request to allow virtual classes to continue after State of Emergency is lifted.
    - Open Doors Maryland Campaign launched last month.
    - MR still requesting same expiration date of multiple licenses held by an agent. Mr. Kasnic explained that synchronization of licenses is problematic.

## **COMMENTS FROM EXECUTIVE DIRECTOR:** Michael Kasnic

- Current license count totals 49,741, of which 4,457 are brokers, 3,157 are associate brokers and 41,422 are salespersons, 156 are reciprocal brokers, 67 are reciprocal associate brokers, and 464 are reciprocal salesperson. Inactive total was not reported. There are 680 branch offices.
- New hire for licensing chosen; working with HR to finalize things.
- Enovational – Staff still have regular meetings with the organization; demos being done to show staff how the platform will look to staff and end-users.
- Complaints - Still anticipated to receive 800 complaints by the end of the year; current count is 772.
- Chair asked for update on how inquiries to MREC are being handled.
  - Three MREC email accounts are being handled by staff.
  - Calls are received and handled daily as someone is in the office every day to handle them.

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

- Disclosure/disclaimer regulation posted to Maryland Register.
- Chair would like to know where Commission is with one-click rule. Mr. Kasnic believed it was back in the Commissioner’s hands for more review; will add for discussion to January agenda.

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

- Interest rates remain low.
- Real estate market still doing well.
- NAR revision to Article 10 – Since last business meeting, Justice Department filed suit against NAR; agreement has been reached.
- Reminds all that lockbox companies cannot just lock out agents because they do not belong to a board.
- Chair issued an email and a group was formed to look into fair housing and handling complaints. The group is tasked with verifying what MREC’s current practice is and decide what can be done in the future. The group consists of Commissioner’s Michael Lord, Michelle Wilson (Chair) and Marla Johnson.

**UNFINISHED BUSINESS:**

- None

**NEW BUSINESS:**

- Commissioner Jeff Wright, Chair of Application Review Committee has an issue with information on letters received from a broker supervising a license candidate being redacted.

**Motion** (made by Jeff Wright, seconded by Karen Baker) **To have staff not redact information from letters received from brokers of license candidates and submitted to the Application Review Committee.** Members in favor: Jeff Wright, J. Nicholas D’Ambrosia, Michael Lord, Demetria Scott, Karen Baker and Michelle Wilson; Opposed: Anne Cooke; Abstaining: NONE; Absent: Kambon Williams and Marla Johnson. **Motion carried.**

- While not required, Commissioner Wright would like to recommend a letter from the license candidate be included in the application process. The letter should address any rehabilitation efforts taken by the license candidate since the time of a conviction or disciplinary action.

**Motion** (made by Jeff Wright, seconded by Karen Baker) **To require a letter outlining any rehabilitation efforts, made on the part of the license candidate, since a criminal conviction or disciplinary action in Maryland or any other state.** Members in favor: Jeff Wright, J. Nicholas D’Ambrosia, Michael Lord, Anne Cooke, Karen Baker and Michelle Wilson; Opposed: Demetria Scott; Abstaining: NONE; Absent: Kambon Williams and Marla Johnson. **Motion carried.**

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 11:43 A.M. The next monthly business meeting is Wednesday, January 20, 2021.

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

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