

**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**  
**January 20, 2021 10:30 a.m.**

**PRESENT:**

Commissioner Marla Johnson (Industry)  
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  
Jillian Lord, Asst. Executive Director  
Jessica Praley, AAG  
Gregory Morgan, Labor Commissioner  
Commissioner Kambon Williams (Consumer)

**ABSENT:**

**PUBLIC IN ATTENDANCE:**

Susan Mitchell, MR  
Jason Brand, AACAR  
Kathie Connelly, Broker  
Brenda Kasuva, MREEA  
Ona Beares  
Barbara Maloney  
Bob Kimball  
Marie McFarland  
Michael Schlein, Office of the Secretary of State

**CALL TO ORDER:**

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:33 AM

**PRESENTATION:**

Michael Schlein with the Office of the Secretary of State gave a presentation and answered questions on remote notarization.

**REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

**Motion** (made by Karen Baker, seconded by Marla Johnson) **To approve the Administrative Dismissals for the month of January 2021. Motion carried.**

**APPROVAL OF MINUTES:**

**Motion** (made by Jeff Wright, seconded by Karen Baker) **To approve the minutes, of the December 16, 2020 business meeting.**

**COMMITTEE REPORTS:**

- Education
  - For the month of December 2020 PSI administered 1099 salesperson and 77 broker exams, compared to 916 salesperson and 53 broker exams in December 2019.
  - Meeting with Education Committee to discuss remote proctoring has not been held yet.
  - Chair D'Ambrosia makes comment that New Jersey recently held mandatory training for career school owners and instructors. This training is required to renew instructor licenses. During the training, PSI, Maryland's testing vendor, made a presentation and evidence showed New Jersey's pass rates are as dismal as Maryland.
  - Chair D'Ambrosia and Michael Kasnic had a meeting with senior leadership at Maryland Realtors. During the meeting, a request was made for virtual classes to continue after the pandemic.
  
- Legislative – Marla Johnson, Legislative Chair
  - There is a bill for property management in the legislature. Commissioner Johnson worked with Bill Castelli to address concerns with property management. Bill was presented in Senate last year; will start in the house this year. MREC would be responsible for registration if the bill passes.
  - HB6 Education - Student Horizon Database and Scorecard (Students Right to Know Act of 2021) has a hearing on February 3, 2021.
  - Department of Labor-wide bill about issuing permits to businesses is being tracked.
  - Susan Mitchell, Maryland Realtors (MR) made the following comments:
    - MREC is tracking the same bills Maryland Realtors is tracking.
  - Chair D'Ambrosia would like to acknowledge the passing of Senator Mike Miller. He will be missed.

**COMMENTS FROM EXECUTIVE DIRECTOR:** Michael Kasnic

- Staffing – Licensing has a new employee, Melissa Coles; a new investigator starts on the 27<sup>th</sup>; there are two remaining openings – an investigator and paralegal.
- Current license count totals 50,234, of which 4,477 are brokers, 3,184 are associate brokers and 41,872 are salespersons, 156 are reciprocal brokers, 68 are reciprocal associate brokers, and 477 are reciprocal salesperson. Inactive total was not reported. There are 689 branch offices.
- Labor Commissioner, Gregory Morgan, and others are concerned about the overwhelming number of renewals that will come once the governor's executive order is lifted.

- Guaranty fund balance as of November 30, 2020 is \$1,107,024.87.
- Complaints – End of the year projection down, a little.
- Enovational – Pace is picking; testing of application has started.
- Applications – There has been several instances of broker applications being submitted with salespersons and associate brokers owning more than 50% of a business, which, as a reminder, is not allowed.

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

- Moratorium still in place so new legislation may not be introduced.
- One-click – Counsel and Mr. Kasnic will meet to review most current document and present it at February business meeting.
- Wholesaling – Commission has been requested to issue an opinion as this is an ongoing issue.
- Chair D’Ambrosia requests Commissioner Morgan, Counsel and Mr. Kasnic to work with AG’s office.
- Disclosure/disclaimer regulation is final and in COMAR.

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

- PSI is doing remote testing. Interestingly, the pass rate on remote testing is lower than in-person testing.

**UNFINISHED BUSINESS:**

- None

**NEW BUSINESS:**

- Commissioner Lord reminds all financial statements are open for all that needs to complete them.
- Commissioner Lord assumes property management has been around for some time and anticipates it will add to the workload of staff. He would like to know more of its background.

**ADJOURNMENT:**

There being no further business, the meeting adjourned at [time not recorded]. The next monthly business meeting is Wednesday, February 17, 2021.

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

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