

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
July 18, 2018 10:30 a.m.

Highlights from the meeting:

- Guaranty fund balance for May is \$1,099,751.25
- Interviews held for new investigator
- New electronic FOR SALE signs are being seen

PRESENT:

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Jeff Wright (Industry)
Commissioner Owen Taylor (Consumer)
Commissioner Marla Johnson (Industry)
Commissioner Demetria Scott (Industry)
Commissioner Karen Baker (Consumer)
Matthew Lawrence, AAG
Charlene Faison, Education Director, Session Recorder
Michael Kasnic, Executive Director

ABSENT:

Commissioner Anne Cooke (Industry)
Commissioner Kambon Williams (Consumer)
Commissioner James Reeder (Consumer)

PUBLIC IN ATTENDANCE:

Bill Castelli, MD Realtors
Kim Caspari, Broker, MD Real Estate Brokerage
Joe Schaefer, Salesperson, Continental Realty
Kathie Connelly, Broker

CALL TO ORDER:

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:36 AM

PLEDGE OF ALLEGIANCE

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Marla Johnson, seconded by Jeff Wright) **To approve the Administrative Dismissals for the month of July 2018. Motion carried.**

COMMITTEE REPORTS:

1. Education – Jeff Wright

- For the month of June 2018 PSI administered 1085 salesperson and 58 broker exams, compared to 1038 salesperson and 50 broker exams in June 2017.

2. Legislative – Marla Johnson, Legislative Chair

- Commissioner Johnson did not submit anything for legislature.
- Matt Lawrence has not had any communication.
- Bill Castelli, MR – Earnest money deposit bill didn't move forward. They're going to take a different approach to the resubmission of the bill.
- Commissioner Taylor raises concern about reluctance on part of brokers to hold deposits. Believes REC should be able to tell brokers they can't refuse to hold a deposit.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

1. Current license count totals 44,711, of which 4,354 are brokers, 3,098 are associate brokers and 36,773 are salespersons, 119 are reciprocal brokers, 52 are reciprocal associate brokers, and 315 are reciprocal salesperson. Inactive total was not reported.
2. Guaranty fund balance for May 2018 is \$1,099,751.25.
3. Candidates for open investigator position were interviewed.
4. On June 21st, Mr. Kasnic presented to Anne Arundel County Association of Realtors and Greater Capital Association of Realtors on June 27th.
5. The proposed addition of adding a designated name to a license would cost \$8,000-12,000 and take 6-12 months under the current database (AS400). AS400 replacement, while postponed for different reasons, is scheduled to be rolled out within twelve months.
6. PA reciprocity – Pennsylvania implemented a new pre-licensing requirement, increasing the instructional hours to seventy-five (75). The law was signed June 29, 2018 and takes effect August 29, 2018. It grandfatheres persons who are in the process of taking the course, or who have completed the course prior. The trend in Pennsylvania is toward less restrictive transfer licenses between states, etc., so there is a belief there will not be any changes to the MD-PA reciprocal agreement, but will follow up with Krista Linsenbach after Pennsylvania has had time to review. The increase in hours in Pennsylvania would go to the national portion of the exam.
7. Technology in classrooms – Mr. Kasnic received a letter from a local association requesting the Commission review its policy on the prohibition of electronic devices in the classroom.
8. ARELLO attendance – Five commissioners responded they are interested in attending the next ARELLO conference.
9. Responses to board communication – Currently when requests are sent to a licensee, they have twenty (20) days to respond. The Secretary's office is requesting consistency across the boards and commissions and wants response times increased to thirty (30) days.

Motion (made by Marla Johnson, seconded by Jeff Wright) **To change regulation from twenty (20) days to thirty (30) days to respond to an inquiry from the Commission. Motion carries.**

10. Two requests for salespersons with gaps in their license to sit for the broker exam were received the first, a 21-day gap, the second, a 7-day gap.

Motion (made by Demetria Scott, seconded by Marla Johnson) **To allow applicant in first scenario, who has a gap of 21 days in their license, to be qualified for the broker exam.** All in favor: Scott, Johnson, Baker, D’Ambrosia and Wright. Abstain: Taylor. **Motion carries.**

Motion (made by Karen Baker, seconded by Jeff Wright) **To allow applicant in second scenario, who has a gap of 7 days in their license, to be qualified for the broker exam.** All in favor: Baker, Wright, D’Ambrosia, Johnson. Abstain: Taylor, Scott. **Motion carries.**

COMMENTS FROM COUNSEL: Matthew Lawrence, AAG

- In discussion of the Maryland Property Disclosure/Disclaimer Statement, counsel believes “seller” would be a more appropriate term to be used, instead of “owner”.

Motion (made by Demetria Scott, seconded by Marla Johnson) **To change all references from owner(s) to seller or sellers in the Disclosure/Disclaimer form.** **Motion carries.**

Changes to form will be made and steps for implementation taken.

COMMENTS FROM CHAIR: J. Nicholas D’Ambrosia

- Chair assigned commissioners to panels and committees.
- Of interest – New electronic FOR SALE sign that operates with an app. Sign had no information about the company, however.

UNFINISHED BUSINESS:

There will be an update from the advertising task force at next month’s meeting.

NEW BUSINESS:

None

APPROVAL OF MINUTES:

Motion (made by Jeff Wright, seconded by Karen baker) **To approve the minutes of the June 20, 2018 business meeting.** All in favor: Wright, Baker, Johnson, D’Ambrosia and Scott. Opposed: Taylor. **Minutes are approved.**

ADJOURNMENT:

There being no further business, the meeting adjourned at 12:20 P.M. The next monthly business meeting is Wednesday, August 15, 2018.

APPROVED AS PRESENTED _____
J. Nicholas D’Ambrosia, Chairperson

APPROVED AS AMENDED _____
J. Nicholas D’Ambrosia, Chairperson