

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 17, 2019 10:30 a.m.

PRESENT:

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Marla Johnson (Industry)
Commissioner Demetria Scott (Industry)
Jessica Praley, AAG
Commissioner Karen Baker (Consumer)
Commissioner Jeff Wright (Industry)
Commissioner Anne Cooke (Industry)
Charlene Faison, Education Director, Session Recorder
Michael Kasnic, Executive Director
Jillian Lord, Asst. Executive Director
Commissioner Kambon Williams (Consumer)

ABSENT:

Commissioner James Reeder (Consumer)

PUBLIC IN ATTENDANCE:

Kathie Connelly, Broker
Garth Williams, Salesperson, Execuhome Realty
Kathleen Dartez, Maryland Realtors

CALL TO ORDER:

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:30 AM

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Jeff Wright, seconded by Marla Johnson) **To approve the Administrative Dismissals for the month of July 2019. Motion carried.**

APPROVAL OF MINUTES:

Motion (made by Karen Baker, seconded by Jeff Wright) **To approve the minutes, of the June 19, 2019 business meeting.**

COMMITTEE REPORTS:

- Education – Jeff Wright
 - For the month of June 2019 PSI administered 1002 salesperson and 43 broker exams, compared to 1086 salesperson and 58 broker exams in June 2018.
- Legislative – Marla Johnson, Legislative Chair
 - Commissioner Johnson has no comments.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Current license count totals 45,894, of which 4,343 are brokers, 3,082 are associate brokers and 37,886 are salespersons, 133 are reciprocal brokers, 53 are reciprocal associate brokers, and 397 are reciprocal salesperson. Inactive total was not reported. There are 690 branch offices.
- Guaranty fund balance for June was not available due to the end of the fiscal year closeouts.
- Interviews were held for a new paralegal.
- Travel – Packets were submitted; approval should be coming soon.
- Legislative – legislation approved to go forward includes having timeshare companies use time share registry, closing of loophole for inactive status, and brokers holding trust money.
- New computer systems – Staff met with representatives from the company responsible for the new system; initial meet and greet. Reps will sit with staff to identify needs and wants for the new system.
- Testing RFP is with budget department; have not heard that it has been released.
- Discussed complexity of collecting data for the school pass rate information Commission Wright wants to see online.
- Train the Trainer sessions – Task force is meeting to review and revise the outline and slides; sessions have been scheduled.

COMMENTS FROM COUNSEL: Jessica Praley, AAG

- One-click rule – Counsel provided updated language for review
Motion (made Marla Johnson, seconded by Anne Cooke) **to approve new changes to one-click rule and update language to Code of Ethics. All in favor. Absent – James Reeder. Motion carried.**

Concept sheet will now be drafted and sent to Secretary's office and proposed legislation will go out for public comment.

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia

- Chair submitted to Mr. Kasnic information about a company that has created a website and signage about buying open houses.
- Chair moves to make changes to the panel and committees; panels, application review, and legislative committees will remain the same; Commissioner Scott chosen to become the chair of the education committee.

Motion (made Marla Johnson, seconded by Jeff Wright) **to accept the changes to the committees. All in favor. Absent – James Reeder. Motion carried.**

UNFINISHED BUSINESS:

- Commissioner Scott thanks the Agency Task Force members.

NEW BUSINESS:

- Commissioner Johnson wants to discuss companies that buy houses as unlicensed people and do not use licensees to buy or sell them. Question is should, after selling a specific number of houses, should a license be required. It was noted one of the panels had a complaint where the agent was indirectly involved and believes this is an issue that needs to be looked at closer.
- Commissioner Wright announced the passing of an agent in his area (Eastern Shore) and acknowledged the outpouring of support from the industry.

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia

Chair D'Ambrosia reads provisions to move to closed session to discuss licensee discipline.

Motion (made by Marla Johnson, seconded by Jeff Wright) **To move to closed session.**

Members in favor: Jeff Wright, Marla Johnson, Demetria Scott, Kambon Williams, Anne Cooke and Karen Baker; Opposed: None Absent: James Reeder. **Motion carried.** Chair D'Ambrosia recuses himself from the closed session, vice-chair to lead the closed session.

CLOSED SESSION started at 11:50AM and ended at 12:06 P.M. The purpose of the closed meeting was to consult with counsel, pursuant to Md. Code Annotated, General Provisions Article, § 3-305(b)(2), (7) and (8), regarding whether disciplinary action should be taken. **Motion** (made by Marla Johnson, seconded by Jeff Wright) **To close meeting.** Members in favor: Jeff Wright, Marla Johnson, Demetria Scott, Kambon Williams, Anne Cooke and Karen Baker; Opposed: NONE; Abstaining: NONE; Absent: James Reeder.

Regular session resumed at 12:06PM. Chair returned to the meeting.

Motion (made by Karen Baker, seconded by Marla Johnson) **To approve the decision made in closed session to initiate charges against agent for violation of 17-322(B)(1).** Members in favor: Jeff Wright, Marla Johnson, Demetria Scott, Kambon Williams, Anne Cooke and Karen Baker; Abstaining: None; Absent: James Reeder. **Motion carried.**

ADJOURNMENT:

There being no further business, the meeting adjourned at 12:08 P.M. The next monthly business meeting is Wednesday, August 21, 2019.

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

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