

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 21, 2021 10:30 a.m.
(held via Google Meet)

PRESENT:

Commissioner Kambon Williams (Consumer)
Commissioner Anne Cooke (Industry)
Commissioner Demetria Scott (Industry)
Commissioner Michelle Wilson (Consumer)
Charlene Faison, Education Director, Session Recorder
Michael Kasnic, Executive Director
Jillian Lord, Asst. Executive Director
Jessica Praley, AAG
Gregory Morgan, Commission, Dept of Labor
Commissioner Donna Horgan (Industry)
Commissioner Jacinta Bottoms-Spencer (Industry)
Commissioner Michael Lord (Consumer)

ABSENT:

Commissioner Karen Baker (Consumer)
Commissioner Marla Johnson (Industry)

PUBLIC IN ATTENDANCE:

Coastal Assoc of Realtors
David Politzer, Broker
Brenda Kasuva, MREEA
Kimberly Goud
Jenifer League, GBBR
RoseAnn Spalt
Barbara Maloney, Instructor
Susan Mitchell, MR
Coldwell Banker School
Kathie Connelly, Broker
Kelly Curran
Veronica Rolocutt
JC Hooker, School owner
Pamela Nelson Chandler, KW Commercial
Simone Malloy

Erica Panjehshahi

CALL TO ORDER:

Anne Cooke, Chair, called the meeting to order at 10:39 AM.

Commissioners introduced themselves.

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Demetria Scott, seconded by Michael Lord) **To approve the Administrative Dismissals for the month of July 2021. Motion carried.**

APPROVAL OF MINUTES:

Motion (made by Donna Horgan, seconded by Michelle Wilson) **To approve the minutes of the June 16, 2021 business meeting. Motion carried.**

COMMITTEE REPORTS:

- Education
 - For the month of June 2021, PSI administered 1231 salesperson and 142 broker exams compared to no exams being administered in June 2020 due to COVID-19 Pandemic and test centers were closed.
 - The Education Committee met to review the recommendations of the Virtual Learning Task Force that were cited in the minutes. They included
 - Continuation of virtual principles and practices classes
 - Continuation of virtual continuing education
 - Not undertaking the changes to the identification procedures for virtual classes
 - Monitor/student ratio should remain the same, for virtual classes as they are for classroom courses

Motion (made by Bottoms-Spencer, seconded by Michael Lord) **To allow the continuation of virtual principles and practices classes. Motion carried.**

Motion (made by Bottoms-Spencer, seconded by Michelle Wilson) **To allow the continuation of virtual continuing education classes. Motion carried.**

Motion (made by Bottoms-Spencer, seconded by Horgan) **To change the language in COMAR to change the identification checks for virtual classes. Abstain: Demetria Scott Motion carried.**

Motion (made by Demetria Scott, seconded by Michael Lord) **To table the discussion on the remaining recommendations until the August meeting. Motion carried.**

- Legislative – Legislative Chair
 - None

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Current license count totals 47,923 of which 4,172 are brokers, 3,017 are associate brokers and 40,065 are salespersons, 147 are reciprocal brokers, 59 are reciprocal associate brokers, and 468 are reciprocal salesperson. Inactive total was not reported. There are 695 branch offices.
- Guaranty fund balance as of May 30, 2021 is \$1,158,365.93.
- Complaints – High in September; fiscal year ended with 702 complaints.
- Legislative input –

- Concept sheets due by July 28, 2021
- Three items have gone through the process previously. They include:
 - i. ARELLO Timeshare Registry – Proposed legislation would be for the timeshare company to go through ARELLO to upload its documents.

Motion (made by Bottoms-Spencer, seconded by Donna Horgan) **To support timeshare companies be required to utilize ARELLO timeshare registry. Motion carried.**

- ii. Requirement for broker applicants to have three years licensure immediately preceding application. Current law reads three years however, COMAR reads three years immediately preceding.

Motion (made by Donna Horgan, seconded by Demetria Scott) **To require three years of licensure to qualify for the broker exam. Motion amended by Demetria Scott to add three years immediately preceding the broker exam. Motion carried.**

- iii. Escrow – Previously submitted that brokers could not refuse to hold escrow.

Motion (made by Demetria Scott, seconded by Michael Lord) **That Commission not present proposed legislation to the Secretary’s office to require brokers to hold escrow. Opposed: Donna Horgan, Abstained: Bottoms-Spencer. Motion carried.**

COMMENTS FROM COUNSEL: Jessica Praley, AAG

- None

COMMENTS FROM CHAIR: Anne Cooke

- Commissioner Wilson would like Mr. Kasnic to assist her with scheduling a Fair Housing Task Force meeting. She attended the ARELLO mid-year meeting and noted topics of importance. Mentioned topics scheduled to be discussed at the ARELLO Annual meeting. It was noted that Oregon was the first state to ban “love letters”; letters used by buyers in an attempt to stand out to sellers.
- ARELLO Annual meeting coming up in September.

- Commissioner College is offered online. There are two parts offered.
- ARELLO investigator workshop will be in Birmingham in October this year.
- Last month, Commissioner Lord asked for background information on property management. Mr. Kasnic provided information on the subject.
- Committee assignments were updated.
 - Legislative – Commissioners Scott, Horgan and Bottoms-Spencer
 - Education – Commissioners Scott, Horgan and Lord
 - Application Review – Commissioners Williams, Lord and baker
- Fair housing task force is in place, possibly will set up wholesaling task force, if needed.

UNFINISHED BUSINESS:

- None

NEW BUSINESS:

- None.

ADJOURNMENT:

There being no further business, the meeting adjourned at 12:09 P.M.. The next monthly business meeting is Wednesday, August 18, 2021.

APPROVED AS PRESENTED _____
 Chair, Anne Cooke

APPROVED AS AMENDED _____
 Chair, Anne Cooke