

Maryland Real Estate Commission

Business Meeting Minutes

DATE: March 18, 2026

TIME: 10:30 A.M.

LOCATION: 100 S. Charles Street
Tower 1
Baltimore, MD 21201
(Teleconference via Google Meet)

MEMBERS PRESENT:

Demetria Scott, *Commissioner, Chair*
Sandy Olson, *Commissioner*
Joe Wilson, *Commissioner*
Jackie Alexander, *Commissioner*
Hope Mims, *Commissioner*
Kambon Williams, *Commissioner*

MEMBERS ABSENT:

Roxanne Alston, *Commissioner*
Nea Maloo, *Commissioner*

STAFF PRESENT:

Sarah McDermott, *Assistant Commissioner, O&P*
Robert Pambianco, *Assistant Attorney General*
Scott Lederer, *Executive Director*
Tenensia Matthews, *Administrative Assistant*
Christopher Morton, *Paralegal*
Aajah Harris, *Policy Director*
Japonica Kearney, *Education Director*
Allison Simpson, *Education Assistant*

PUBLIC PRESENT:

Kathie Connelly
Greg Fisk

Deb Hutson
Barbara Maloney
Tamekia Martin
Brenda Kasuva
David Politzer
Dave Stromberg
Christa McGee
Stephanie Gones

Roll Call/Quorum Announced and Meeting Called to Order

- Chair Scott called the meeting to order at 10:31 a.m. Executive Director Lederer conducted a roll call, confirming that a quorum was present.
- The meeting was recorded and transcribed to ensure the accuracy of these minutes.

Approval of Report of Complaints/Administrative Dismissals for March

Motion (made by Commissioner Wilson, seconded by Commissioner Alexander) to approve the Administrative Dismissals for March 2026.

No discussion.

Motion carried.

Approval of Minutes

Motion (made by Commissioner Wilson, seconded by Commissioner Olson) to approve the February 18, 2026, Business Meeting minutes without corrections.

No discussion.

Motion carried.

Committee Reports

Education - Commissioner Mims, Chair

- The Education Committee did not meet last month.
- Commissioner Mims provided an update on the Advertising Checklist. Mr. Lederer added that there are challenges with the new form formatting. MREC is working with the IT department to resolve the issue.

Legislative – Commissioner Alexander, Chair

- The committee has been substituting its monthly meetings for weekly Friday meetings at 9 a.m to discuss proposed or pending legislation. The weekly meetings will continue until the legislative session ends, then revert to monthly meetings.
- The past two meetings were canceled as no new bills were presented.
- The Committee is reviewing House Bill 1644, which made some changes to a proposal for property management.

- Commissioner Olson asked for clarification on House Bill 1644. Commissioner Alexander explained that the bill was intended to license persons to conduct property management, but it needs revisions. Ms. Harris added that the bill came out of the rules committee and has to go to a House hearing by Monday and be voted out.

Comments from Executive Director Lederer

- Mr. Lederer reported the license count for February as follows:
 - Brokers: 3,871
 - Associate Brokers: 2,980
 - Salespersons: 36,961
- The total number of complaints currently in process is approximately 289.
- The total number of anonymous advertising complaints in the last 12 months is 15. Mr. Lederer was able to handle these complaints outside of the formal complaint process.
- The Guaranty Fund balance as of January 31, 2025, is \$1,201,879.68.
- The Education Department processed 120 qualification letters for out-of-state licensees in January.

Comments from Counsel Robert Pambianco

- The following regulatory submissions are pending approval from the Secretary of Labor:
 - CE Late Fee decreased to \$75, and CE Course Approval Fee set at \$25
 - Broker Supervision Course Reduction from 3 hours to 1.5 hours
- Once approved, the final version of the regulations will be published in the Maryland Register and will take effect.
- The Disclosure Disclaimer form has not been published in the Maryland Register as of yet. It is slated to be published on March 20th.
- Commissioner Olson asked whether the Disclosure Disclaimer form would be sent to the associations after it is released. Mr. Lederer stated that they will ensure the necessary entities, including the associations, receive copies.
- Mr. Lederer stated that once the Commission has approval of the regulations discussed by Counsel Pambianco, the Commission will amend the fees in COMAR and proceed with the fee revisions.

Comments from Chair Scott

- Chair Scott thanked Mr. Lederer, Mrs. Matthews, Counsel Pambianco, and the Commission staff for the work everyone has done in getting the advertising checklist to publication, updating the fee schedule, and getting the updated Disclosure Disclaimer form to publication.
- Chair Scott informed Commissioners and the public that both the buyer's agent and the seller's agent have an obligation to follow up regarding the disposition of any earnest money deposit, whether the funds are held by the broker or a title company.
- She emphasized that if the deposit has not been received as expected, the matter must be promptly addressed and communicated.

- Chair Scott stated that the status of the deposit must be disclosed to both parties to the transaction, including the client and the customer.
- She further noted that licensees should inform their clients of the available options under the contract, including potential termination or other contractual remedies, so the parties can determine how they wish to proceed.
- Chair Scott reminded licensees that some brokerages may still be using outdated versions of the Brokerage Relationship Disclosure form, commonly referred to as “Understanding Whom the Real Estate Agent Represents.”
- She noted that the form has been updated to reflect changes to the Real Estate Commission’s address and contact information.
- Chair Scott emphasized the importance of ensuring that licensees are using the most current version of the form, which reflects the Commission’s updated Charles Street address and current phone number.
- She reiterated that the disclosure form is a required document used regularly in real estate transactions and asked brokerages to confirm that their licensees are utilizing the correct version.

Old Business

- There was no old business.

New Business

- Executive Director Lederer informed the Commission that he recently attended a Greater Baltimore Board of Realtors broker/manager meeting where title attorneys presented on new federal reporting requirements under FinCEN that took effect March 1.
- He explained that the rule requires title companies to report certain real estate transactions to FinCEN when the purchaser is a legal entity (e.g., LLC, corporation, or trust) and the transaction is not conventionally financed.
- The purpose of the rule is to assist federal authorities in addressing potential money laundering in real estate transactions, particularly cash purchases.
- Mr. Lederer noted that although the requirement applies to title companies, licensees should be aware of it and inform clients early in the transaction process, as buyers purchasing through an entity may be required to provide additional identifying information at settlement.
- Commissioner Mims asked whether brokerages would be required to post notices related to the rule. Mr. Lederer stated that no such requirement currently exists, but suggested it may be a good practice to inform licensees.
- Chair Scott clarified that compliance obligations and potential penalties apply to title entities, not real estate licensees.
- Commissioner Olsen noted that collecting the required information may take additional time and that attempts to transfer property into an entity after settlement may still trigger reporting requirements.
- A member of the public asked where the information could be obtained, and Mr. Lederer recommended contacting a title company for guidance.
- Counsel Pambianco clarified that the referenced material was not an official Real Estate Commission form but rather information provided for awareness.

Public Comment

Brenda Kasuva

- Ms. Kasuva invited the Commission to attend MREEA's upcoming meeting on April 15. The meeting will include a review of recent legislation that may impact the real estate industry.
- Ms. Kasuva noted that MREEA looks forward to hearing updates from the Commission and continuing collaboration with the Commission and the Maryland Higher Education Commission.

Christa McGee

- Ms. McGee provided an update on membership numbers and forms activity. As of February 2026, membership totaled 24,323, compared with 24,541 members in 2025, reflecting an approximate 0.9% decrease.
- Ms. McGee also noted that there was no current update from the Maryland REALTORS® Forms Committee and that no new forms or revisions related to the earlier discussion were under development.

Adjournment

There being no further business.

Motion to adjourn the meeting (made by Commissioner Wilson, seconded by Commissioner Olson).

Motion carried.

Meeting adjourned at 11:02 a.m.

The next monthly business meeting is on Wednesday, April 22, 2026.

APPROVED AS PRESENTED _____ **SIGNATURE ON FILE** _____
Demetria Scott, Chairperson