

**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**  
**November 17, 2021 10:30 a.m.**  
**(held via Google Meet)**

**PRESENT:**

Commissioner Anne Cooke (Industry)  
Commissioner Demetria Scott (Industry)  
Commissioner Marla Johnson (Industry)  
Commissioner Donna Horgan (Industry)  
Commissioner Michael Lord (Consumer)  
Commissioner Jacinta Bottoms-Spencer (Industry)  
Charlene Faison, Education Director, Session Recorder  
Commissioner Kambon Williams (Consumer)  
Michael Kasnic, Executive Director  
Jillian Lord, Asst. Executive Director  
Jessica Praley, AAG

**ABSENT:**

Commissioner Michelle Wilson (Consumer)

**PUBLIC IN ATTENDANCE:**

Kathie Connelly, Broker  
Susan Mitchell, MR  
Marie McFarland, Coastal Assoc of Realtors  
Brenda Kasuva, MREEA  
Matthew Peterson, Coldwell Banker  
Joe Driver, Re/Max Advantage Realty

**CALL TO ORDER:**

Anne Cooke, Chair, called the meeting to order at 10:36 AM.

**REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

**Motion** (made by Marla Johnson, seconded by Michael Lord) **To approve the Administrative Dismissals for the month of November. Motion carried.**

**APPROVAL OF MINUTES:**

**Motion** (made by Marla Johnson, seconded by Michael Lord) **To approve the minutes of the October 20, 2021 business meeting.**

## **COMMITTEE REPORTS:**

- Education and Legislative – Demetria Scott, Chair, both committees
  - For the month of October 2021, PSI administered 1121 salesperson and 115 broker exams, compared to 1420 salesperson and 133 broker exams in October 2020.
  - Education committee met on the 27<sup>th</sup> of October. The Committee will work on a fair housing handout that providers may use. Legislative committee also met on that day. Both will meet again on November 23<sup>rd</sup>.
  - Supervision – The slides were sent out and a vote to accept them is needed.

**Motion** (made by Marla Johnson, seconded by Michael Lord) **To adopt the newly revised supervision slides and to start using them January 2022. Motion carried.**

**Motion** (made by Marla Johnson, seconded by Michael Lord) **To adopt the updated Do's and Don'ts for teams and groups documents and for them to be posted on the website. Motion carried.**

- An outline of further education topics that need to be discussed will be distributed at a later date.

## **COMMENTS FROM EXECUTIVE DIRECTOR:** Michael Kasnic

- Current license count totals 48,754 of which 4,219 are brokers, 3,049 are associate brokers and 40,713 are salespersons, 161 are reciprocal brokers, 66 are reciprocal associate brokers, and 546 are reciprocal salesperson. Inactive total was not reported. There are 722 branch offices.
- There has been an upward trend in complaints since 2010.
- The guaranty fund is also at a high during the past three months.
- The investigative unit lost an employee recently. Mr. Kasnic wishes her well.
- The licensing unit will see one of its employees move on as well.

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

- One click has been submitted to the ELF system. Counsel anticipates it will be posted to Maryland Register on Friday. The next step would be a final vote which is expected to happen in January 2022.
- Counsel provided education on the process of posting and commenting dates of proposed regulations for new members of the Commission.

## **COMMENTS FROM CHAIR:** Anne Cooke

- Anne has question about calendar. Mr. Kasnic confirmed the meeting dates were checked against association meetings and conferences.

**UNFINISHED BUSINESS:**

- None

**NEW BUSINESS:**

- None

**COMMENTS FROM THE PUBLIC:**

- Susan Mitchell, MR, shared they have created a wholesaling task force.

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 11:10 A.M.. The next monthly business meeting is Wednesday, December 15, 2021.

APPROVED AS PRESENTED \_\_\_\_\_  
Anne Cooke, Chairperson

APPROVED AS AMENDED \_\_\_\_\_  
Anne Cooke, Chairperson