

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
October 21, 2020 10:30 a.m.
(held via Google Meet)

PRESENT:

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

ABSENT:

PUBLIC IN ATTENDANCE:

Barbara Maloney
Matt Peterson, Coldwell Banker
Kathie Connelly, Broker
Jason Brand, AACAR
Brenda Kasuva, MREEA
Susan Mitchell, MR
David Politzer, Broker, Future Realty
Jeff Lybrand, Broker, New Dominion Realty

CALL TO ORDER:

Chair, J. Nicholas D'Ambrosia, called the meeting to order at 10:33 AM.

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Marla Johnson, seconded by Anne Cooke) **To approve the Administrative Dismissals, minus case pulled, for the month of October 2020. Motion carried**

APPROVAL OF MINUTES:

Motion (made by Jeff Wright, seconded by Michelle Wilson) **To approve the minutes of the September 16, 2020 business meeting. Motion carried.**

COMMITTEE REPORTS:

- Education – Demetria Scott, Education Chair
 - Exam stats read.
 - Information pertaining to deficient schools, provided by Charlene Faison, Education Director, was shared with the Commissioners.

- Legislative – Marla Johnson, Legislative Chair
 - Legislators busy with other tasks.
 - No comment from counsel.
 - Susan Mitchell, MR – Coming up for next session
 - Housing affordability
 - DHCD possibly doing a study
 - Possible steering bill being considered
 - Question – taking future CE; is it possible?
 - Commissioner Scott reminds all to keep hard copies of CE and receipts for five years.
 - Chair D’Ambrosia had a meeting with Bill Castelli last week and discussed legislative topics of interest.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Current license count totals 48,946, of which 4,440 are brokers, 3,142 are associate brokers and 40,685 are salespersons, 151 are reciprocal brokers, 66 are reciprocal associate brokers, and 462 are reciprocal salesperson. Inactive total was not reported. There are 710 branch offices. John Papavisiliou inform all that MREC had its highest license count of 55,788 in 2007.
- Guaranty fund balance as of September 30, 2020 is \$1,087,410.16.
- Complaint total still projected to be around 800 by the end of the year.
- ARELLO Annual Conference was held last month. Because it was virtual, all Commissioners and some staff were able to attend.
- ARELLO Investigator Workshop is currently going on. The investigators and Jillian Lord are attending.
- PSI – In response to concerns raised, MREC now has a dedicated phone line for Maryland candidates. The number is 855-744-0318.
- The Commission’s newsletter will be resume.
- Extensions for testing are still be allowed until Governor Hogan lifts the State of Emergency.
- There are no CE extensions; you must do your CE.
- New hire – We now have two employees in licensing.
- Electronic certs – Jillian Lord is working with Joe, from IT, to try to offer this. Discussion is held as Commissioner Scott would like to know what is needed to lock a .pdf document.

COMMENTS FROM COMMISSIONER: Gregory Morgan

- Real Estate has had a net increase of licensees. Mr. Morgan applauds the unit for all the work the team has done working remotely. Announced we are slowly working to returning to the office in small numbers to handle the needs of consumers.

COMMENTS FROM COUNSEL: Jessica Praley, AAG

- Counsel revisits topic of commissions at settlement being paid to the broker. She has reviewed 17-322(B)(21) and looked through previous historical notes and has found nothing to the contrary. She is ready to prepare a memorandum and discuss in closed session.

Motion (made by Demetria Scott, seconded by Anne Cooke) **To allow counsel to move forward with preparing the memorandum pertaining to settlements. Motion carried.**

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia, Chair

- Inventory is low resulting in multiple offers on the same property.
- Interest rates are low.
- ARELLO
 - There were many session to attend.
 - Elections were held and announced Commissioner Wright was a VP
 - Meeting was a success
 - Mentioned interesting practices being done in Canada
 - Commissioner Johnson felt everyone was really commenting and actively participating in the meeting; moved by other state commissions being more proactive rather than reactive and MREC will continue to do this.
 - Commissioner Wright shared new District one Directors
 - Ed Downes – District Vice President
 - Kim Wells – Director
 - Elizabeth Blakeley – Director
 - Anne Cooke – Director
 - Demetria Scott – Alternate Director

Also shared

- There were over 250 in attendance
- New President for 2021 is Marcia Franks
- Commissioner College 102 is now available online

UNFINISHED BUSINESS:

NEW BUSINESS:

- Commission Scott would like to hear a presentation on remote notarization.

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:23 A.M. The next monthly business meeting is Wednesday, November 18, 2020.

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

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