

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
September 25, 2019 10:30 a.m.

PRESENT:

Commissioner Marla Johnson (Industry)
Matthew Lawrence, AAG
Commissioner Kambon Williams (Consumer)
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

ABSENT:

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Demetria Scott (Industry)

PUBLIC IN ATTENDANCE:

Kathie Connelly, Broker
Susan Mitchell, MDR
Jason Brand, AACAR

CALL TO ORDER:

Jeff Wright, Vice-Chair, called the meeting to order at 10:35 AM

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Karen Baker, seconded by Marla Johnson) **To approve the Administrative Dismissals for the month of September 2019. Motion carried.**

APPROVAL OF MINUTES:

Motion (made by Karen Baker, seconded by Anne Cooke) **To approve the minutes, of the August 21, 2019 business meeting.**

COMMITTEE REPORTS:

- Education
 - For the month of August 2019 PSI administered 1027 salesperson and 55 broker exams, compared to 1075 salesperson and 40 broker exams in August 2018.
- Legislative – Marla Johnson, Legislative Chair
 - Commissioner Johnson has no comments.
 - Counsel has no comments.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Meetings with Enovational, MREC Update continuing education class, addressing Maryland Realtors Board of Directors, meeting with Anne Arundel County Association of Realtors.
- Train the Trainer session progress, trained instructor count and projections.
- School pass rates have been published online.
- Current license count totals 46,040, of which 4,342 are brokers, 3,091 are associate brokers and 38,019 are salespersons, 135 are reciprocal brokers, 54 are reciprocal associate brokers, and 399 are reciprocal salesperson. Inactive total was not reported. There are 701 branch offices.
- Guaranty fund balance as of July 31, 2019 is \$1,080,674.41.
- Received advertising complaints which appear to be valid; Mr. Kasnic requests the permission of the Commission move forward in opening complaint(s).

Motion (made by Marla Johnson, seconded by Karen Baker) **To open anonymous complaint(s) received by the Commission. Motion Carried.**

COMMENTS FROM COUNSEL: Matthew Lawrence, AAG

- Looking back at question from previous meeting regarding reciprocal license, Counsel advises the reciprocal agreement for Pennsylvania and Oklahoma is clear. Commissioner Cooke mentioned that while at the ARELLO conference in Denver, CO, there was discussion that Pennsylvania is making changes to its licensing laws. Susan Mitchell, MR, adds clarification that the question posed to Counsel dealt with place of business versus place of office. The current agreements do not differentiate between the two.

COMMENTS FROM VICE-CHAIR: Jeff Wright

- Commissioners Wright, Williams and Cooke shared highlights from the Denver ARELLO meeting. Commissioner Wright will prepare a report and share with the other commissioners.
- Commissioner Wright announces Commissioner College 102 is almost fully ready to be offered online.
- Commissioner Cooke is now a Director.
- Commissioner Wright is now a District V.P.
- Future ARELLO meetings include
 - April 29, 2020 – May 2, 2020, Mid-year meeting in Savannah, GA
 - 2020 Annual conference will be in Montreal, Canada
- A task force has been meeting to discuss license portability among states.
- Application review committee seeks streamlined process to review applications.

UNFINISHED BUSINESS:

NEW BUSINESS:

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:25 P.M. The next monthly business meeting is Wednesday, October 16, 2019.

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

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