

**MARYLAND REAL ESTATE COMMISSION**  
**1100 N. Eutaw Street**  
**Baltimore, MD 21201**

Mission: Protecting the health, safety, and welfare of the public  
through examination, licensing, and regulatory activities regarding real estate

**BUSINESS MEETING MINUTES**  
**March 16, 2022 10:30 a.m.**  
**(held via Google Meet)**

**PRESENT:**

Commissioner Anne Cooke (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 Michelle Wilson (Consumer)  
Commissioner Kambon Williams (Consumer)  
Michael Kasnic, Executive Director  
Jessica Praley, AAG  
Gregory Morgan, Dept. of Labor Commissioner

**ABSENT:**

Commissioner Demetria Scott (Industry)

**PUBLIC IN ATTENDANCE:**

Brenda Kasuva, MREEA  
Susan Mitchell, MR  
Kathie Connelly, Broker  
Bob Pettis, Long & Foster  
Winnie Gathieu, DLIT  
Jenifer League, GBBR  
2 callers by phone

**CALL TO ORDER:**

Anne Cooke, Chair, called the meeting to order at 10:33 AM.

**REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

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

**APPROVAL OF MINUTES:**

**Motion** (made by Donna Horgan, seconded by Marla Johnson) **To approve the minutes of the February 16, 2022 business meeting.**

## **COMMITTEE REPORTS:**

- Education and Legislative – Demetria Scott, Chair
  - For the month of February 2022, PSI administered 1185 salesperson and 81 broker exams, compared to 979 salesperson and 65 broker exams in February 2021.
  - Broker supervision Train the Trainer sessions will start tomorrow with two more sessions to follow on the 24<sup>th</sup> and 30<sup>th</sup>.
  - Charlene Faison, Education Director, provided an update on the registration for the Train the Trainers sessions
    - The commission has 82 approved education providers.
    - Each provider was allowed to register 2 individuals for guaranteed seating and add 3 more to the waiting list.
    - To date, 49 providers have responded, which is a 59% response rate.
    - 41 persons are registered for the March 17<sup>th</sup> training.
    - 29 persons are registered for the March 24<sup>th</sup> training.
    - 24 persons are registered for the March 30<sup>th</sup> training.
    - In total, there are 94 persons registered.
    - There are 24 individuals on the wait list for March 24<sup>th</sup> or March 30<sup>th</sup>.
  - PSI exam review will take place May 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup>; still need volunteers to act as subject matter experts and participate.
  - Commissioner Horgan reported that legislative committee has been discussing coming soon. The committee will probably be reporting back next month. Second issue being discussed is disclosure of holding tanks on a property and believe legislation would be needed and an update to the disclosure/disclaimer form.
  - Chair of the wholesaling task force, Commissioner Williams, gave a brief update of what they are working on; looking to possibly adopt Oklahoma's law on wholesaling but discussion on net proceed continues because that is a sticking point for them.

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

- Department is looking at ways to improve some issues internally like failure of brokers to print licenses on time. Licenses will remain available to the broker to print until the license expires. Also, applications have been added to the web to eliminate delays encountered with having to mail applications to a candidates with conduct issues.
- Current license count totals 49,136 of which 4,186 are brokers, 3,072 are associate brokers and 41,064 are salespersons, 163 are reciprocal brokers, 68 are reciprocal associate brokers, and 583 are reciprocal salesperson. Inactive total was not reported. There are 772 branch offices.
- Guaranty Balance as of January 31, 2022 is \$1,202,308.72.
- Complaints – had some highs last summer and fall; still looking at having over 800 complaints for the end of the fiscal year.
- Gave explanation of how incoming mail is processed.

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

- Counsel highlighted bills being followed. They include
  - HB1457 which is love letter legislation; 1<sup>st</sup> reading was February 24, 2022.
  - SB424/HB720 – Bill has stalled.
  - SB678/HB762 – Bill has stalled.
  - HB688 – Bill has stalled.
  - SB425/HB568
  - HB807 – has passed the House and referred to Senate.
  - HB292/SB555 – Bill covers inclusion of demographic info on application; bill seems to have stalled.
  - Counsel refers to Susan Mitchell to add any bills MR is following. MR is following the same bills. The organization’s position of bills is available online.
  - MR informs all love letter bill passed by Oregon but there has been an injunction. MR hopeful it will pass in Maryland.
  - Chair recognizes Bob Pettis who raised his hand. He is seeking clarification on the love letter issue.
  - Counsel revisited subject from previous meeting; pocket cards. It was asked if they had to be carried on your person or could they be on a phone. Counsel confirms it may be carried on phone. Counsel will send out any regulations and/or statute regarding pocket cards.

**COMMENTS FROM CHAIR:** Anne Cooke

- Chair offers thanks to everyone for their hard work.

**UNFINISHED BUSINESS:**

- None

**NEW BUSINESS:**

- Application review committee would like to discuss the requirements of better statement from the applicant. Commissioner Lord believes the statement should be more detailed than a statement of regret.

**Motion** (made by Michael Lord, seconded by Donna Horgan) **For counsel, along with staff, to prepare a more revised and detailed question for respondents to respond to. Motion carried.**

**COMMENTS FROM THE PUBLIC:**

- Commissioner Gregory Morgan looking at meetings returning to in person. Michael Kasnic agrees there’s a benefit to in person meetings.

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 11:23 A.M.. The next monthly business meeting is Wednesday, April 20, 2022.

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

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