

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
January 15, 2020 10:30 a.m.

PRESENT:

Commissioner Marla Johnson (Industry)
Commissioner Karen Baker (Consumer)
Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Demetria Scott (Industry)
Charlene Faison, Education Director, Session Recorder
Commissioner Kambon Williams (Consumer)
Michael Kasnic, Executive Director
Jessica Praley, AAG
Jillian Lord, Asst. Executive Director

ABSENT:

Commissioner Anne Cooke (Industry)
Commissioner Jeff Wright (Industry)

PUBLIC IN ATTENDANCE:

Susan Mitchell, MR
Jason Brand, AACAR
David Politzer, Broker, Keller Williams Legacy

CALL TO ORDER:

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:31 AM
Brief discussion of the qualification for consumer members held; Jessica Praley will look into it.

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Karen Baker, seconded by Marla Johnson) **To approve the Administrative Dismissals for the month of January 2020. Motion carried.**

APPROVAL OF MINUTES:

Motion (made by Marla Johnson, seconded by Karen Baker) **To approve the minutes, of the December 18, 2019 business meeting.**

COMMITTEE REPORTS:

- Education
 - For the month of December 2019 PSI administered 915 salesperson and 53 broker exams, compared to 783 salesperson and 53 broker exams in December 2018.

- List of persons to participate in the PSI test question rewrite session started. Participating, thus far, is Charlene Faison, Michael Kasnic, Jillian Lord, Demetria Scott and Marla Johnson. Anne Cooke and James Wright will be asked if they wish to participate.
- Revision to the broker supervision course outline is moving along. Next meeting is January 22. Topics to be included have been narrowed down.
- Legislative – Marla Johnson, Legislative Chair
 - Commissioner Johnson has no comments.
 - Susan Mitchell, MR – Ms. Mitchell reports MR had a successful lobby day.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Current license count totals 46,390, of which 4,361 are brokers, 3,083 are associate brokers and 38,331 are salespersons, 140 are reciprocal brokers, 58 are reciprocal associate brokers, and 417 are reciprocal salesperson. Inactive total was not reported. There are 711 branch offices.
- Meetings with Enovational were held December 20, 2019 and January 7, 2020.
- MREC sunset bill hearing was held on January 9, 2020.
- Two meetings were held with the supervision task force.
- Guaranty balance is \$1,032,703.82.
- Complaint totals were given.
- Broker contacted Mr. Kasnic, indicating he'd always taught supervision classes but missed any notification and training and wanted to ask if they had students interested in a training, could the course be taught to them. Consensus of the Commission is no it can't be offered to one school.
- Unlicensed activity – Mr. Kasnic would like to hear Commissioner's thoughts about opening complaints. Chair D'Ambrosia provides history of the MREC's stance on persuing charges against persons performing unlicensed activities. Counsel agrees a license is required to perform real estate services. Continues that two boards, archtiects and home improvement, do move forward with charges. Home Improvement Commission has a higher volume of them. Counsel advised Mr. Kasnic to confer with the executive directors of those boards to understand each board's process.
- Wholesaling is the second topic up for discussion because it is becoming a booming business. The question is whether wholesaling is unlicensed activity. Chair D'Ambrosia suggests counsel and Mr. Kasnic brainstorm the subject a little more to establish an opinion to be published regarding unlicensed individuals doing business activities they believe is out of their scope of authority.
- ARELLO mid-year is April 29 – May 2, 2020. Chair D'Ambrosia, along with Commissioners Scott, Cooke and Wright to attend.
- ARELLO annual conference is September 23 -26, 2020; Commissioners Scott, Cooke and Wright to attend.
- Letter from Secretary's office regarding testifying was shared.
- 2019 ethics filings need to be completed by April.
- 2020 mileage rate decreased.

COMMENTS FROM COUNSEL: Jessica Praley, AAG

- No comment.

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia

- Chair reiterates completion of ethics filing.
- Chair has received calls about the number of licenses an individual may hold. Commissioner Scott recommends tabling the issue as it is not a pressing matter. She believes it is an issue for legislation.

UNFINISHED BUSINESS:

- None.

NEW BUSINESS:

- With the start of advertising complaints, question raised of whether or not to implement something similar to consent orders as done for continuing education violations. Commission agrees this should happen.

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:52 A.M. The next monthly business meeting is Wednesday, February 19, 2020.

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

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