

Maryland Real Estate Commission

Business Meeting

Meeting Minutes

DATE: January 21, 2026

TIME: 10:30 A.M.

LOCATION: 100 S. Charles Street
Tower 1
Baltimore, MD 21201
(Teleconference via Google Meet)

MEMBERS' PRESENT:

Demetria Scott, *Commissioner, Chair*
Sandy Olson, *Commissioner*
Joe Wilson, *Commissioner*
Jackie Alexander, *Commissioner*
Roxanne Alston, *Commissioner*
Nea Maloo, *Commissioner*
Hope Mims, *Commissioner*

MEMBERS ABSENT:

Kambon Williams, *Commissioner*

STAFF PRESENT:

Robert Pambianco, *Assistant Attorney General*
Scott Lederer, *Executive Director*
Tenensia Matthews, *Assistant to the Executive Director*
Christopher Morton, *Paralegal*
Ajah Harris, *Policy Director*
Japonica Kearney, *Education Director*
Allison Simpson, *Education Assistant*

PUBLIC PRESENT:

Greg Fisk
www.labor.maryland.gov

Dawn Friend
Jenifer League
Tamekia Martin
Brenda Kasuva
Christa McGee
Kara Norcutt
David Politzer
Bob Pettis
Katelyn Taylor
Stephanie Gones
Dave Stromberg

Roll Call/Quorum Announced and Meeting Called to Order

- Chair Scott called the meeting to order at 10:31 a.m. A roll call was conducted by Executive Director Lederer, confirming that a **quorum was present**.
- The meeting was recorded and transcribed to ensure the accuracy of these minutes.

Approval of Report of Complaints/Administrative Dismissals for January

Motion (made by Commissioner Alexander, seconded by Commissioner Wilson) to approve the Administrative Dismissals for January 2026.

No discussion.

Motion carried.

Approval of Minutes

Motion (made by Commissioner Olson, seconded by Commissioner Mims) to approve the December 17, 2025, Business Meeting minutes without corrections.

No discussion.

Motion carried.

Committee Reports

Education - Commissioner Mims, Chair

- Commissioner Mims presented the PSI examination statistics. A total of 279 individuals passed the examinations in December and are now eligible to apply for licensure.
- Commissioner Mims also reported that several commissioners are collaborating with PSI to expand and update the exam question bank. Virtual working sessions with PSI are scheduled for January 28–29, 2026.

- Chair Scott expressed appreciation for the collaborative effort and time commitment involved in maintaining exam integrity, acknowledging the dedication of all involved.

Legislative – Commissioner Alexander, Chair

- The committee met on December 22, 2025, with a guest presentation on transactional brokerage by Boyd Campbell, including an overview of its definition, use cases, and advantages and disadvantages.
- While Maryland does not currently authorize transactional brokerage, the committee discussed whether it could be considered as a future legislative option.
- The Maryland legislative session began on January 14, and the committee has begun weekly meetings on Fridays at 9:00 AM to review bills that may affect the Commission proactively. The committee will assess whether to support, oppose, or recommend amendments to proposed legislation.
- The next formal committee meeting is scheduled for Monday, January 26, 2026, at 3:00 PM.

Comments from Executive Director Lederer

- Mr. Lederer reported that license counts continue to stabilize:
 - Brokers: 3,901
 - Associate Brokers: 2,983
 - Salespersons: 37,168
- The total number of complaints currently in process is approximately 270. Many complaints are now being reviewed by the Attorney General's Office. Compared to prior years, the overall volume remains relatively low.
- The Guaranty Fund balance as of November 30, 2025, is \$1,314,434.
- The Education Department processed 87 qualification letters for out-of-state licensees in November.

Comments from Counsel Robert Pambianco

- The public comment period has closed for two proposed COMAR amendments:
 - CE Late Fee decreased to \$75, and CE Course Approval Fee set at \$25
 - Broker Supervision Course Reduction from 3 hours to 1.5 hours
- The Commission is expected to take final action at the February 2026 meeting.
- The revised Property Disclosure/Disclaimer form is scheduled for publication on the Maryland Register on February 6, 2026, initiating a public comment period.
- Commissioners were reminded that financial disclosure statements are due to the State Ethics Commission by April 30, 2026.

Comments from Chair Scott

- Chair Scott wished commissioners a Happy New Year and thanked them for their continued service.
- She notified commissioners that the April 2026 Commission meeting will be held on April 22, 2026, the fourth Wednesday, rather than the usual third Wednesday.

- Chair Scott informed commissioners of the upcoming ARELLO midyear meeting, April 14-16, 2026, and the ARELLO Annual Meeting, September 15-17, 2026, encouraging early notice of interest for travel.

Old Business

- Commissioner Mims presented the updated Advertising Checklist, noting that only minor formatting changes remained and that the substantive content was complete.

Motion (made by Commissioner Wilson, seconded by Commissioner Olson) to accept the advertising checklist, barring the formatting modifications that will be made.

There was discussion about the checklist's reference to inducements at broker open houses, and staff will consult counsel for further confirmation if needed. Commissioners commended the task force for its thorough work.

Motion carried.

New Business

- There was no new business.

Public Comment

Remarks

- Chair Scott stated that a comment was raised at the previous meeting regarding the possibility of aligning expiration dates for individuals holding multiple Maryland real estate licenses. This item was noted; however, it will not be addressed until the February or March meetings.

Bob Pettis

- Mr. Pettis inquired whether complaints referred to the Office of the Attorney General (OAG) represent more serious violations.
- Chair Scott explained that an OAG referral does not necessarily indicate severity or criminal activity and reviewed the Commission's complaint intake, response, investigation, panel review, and administrative dismissal process.
- Chair Scott noted that earnest money disputes fall outside the Commission's authority.
- Matters involving consent orders, administrative hearings, or Guaranty Fund proceedings are handled by the Assistant Attorney General.
- Failure to reimburse the Guaranty Fund is referred to Central Collections.

Brenda Kasuva

- Ms. Kasuva asked whether the Commission tracks advertising complaint data, noting that many such complaints are now submitted anonymously.
- Mr. Lederer explained that advertising complaints are first reviewed administratively by his office. Valid complaints, often anonymous, supported

by documentation, are reviewed, and the licensee and broker are given 30 days to correct or remove the advertising.

- Mr. Lederer noted this process has been largely successful, and only unresolved matters are referred to the complaint department for formal enforcement. He stated he would provide advertising complaint statistics at a future meeting.
- Ms. Kasuva also inquired whether proposed transactional brokerage concepts could interfere with wholesaling activities. Chair Scott and Mr. Lederer confirmed that no transactional brokerage legislation has been introduced to date and that impacts cannot be assessed until bill language is available.
- Ms. Kasuva requested clarification regarding the reduction in the broker supervision course from 3 hours to 1.5 hours. Mr. Lederer confirmed that excess broker supervision hours taken before the change apply toward the total 15-hour CE requirement and are not lost.

David Politzer

- Mr. Politzer asked whether transactional brokerage would affect the National Association of REALTORS® requirement for a buyer-broker agreement before a property is shown.
- Chair Scott stated that she could not determine the impact on National Association of REALTORS® requirements and advised that such questions should be directed to the Association or reviewed in jurisdictions where transactional brokerage is permitted.

Adjournment

There being no further business.

Motion to adjourn the meeting (made by Commissioner Wilson, seconded by Commissioner Mims).

Motion carried.

Meeting adjourned at 11:09 a.m.

The next monthly business meeting is on Wednesday, February 18, 2026.

APPROVED AS PRESENTED _____SIGNATURE ON FILE_____

Demetria Scott, Chairperson