

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

April 20, 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)
Commissioner Nea Maloo (Consumer)
Commissioner Demetria Scott (Industry)
Michael Kasnic, Executive Director
Jessica Praley, AAG

ABSENT:

PUBLIC IN ATTENDANCE:

Matthew Kelly
Susan Mitchell, MR
Kathie Connelly, Broker
David Politzer, Broker
Marie McFarland, Coastal Assoc of Realtors
Brenda Kasuva, MREEA
Winnie Gathieu, DLIT
Chad Thyes

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 Donna Horgan) **To approve the Administrative Dismissals for the month of April. Motion carried.**

APPROVAL OF MINUTES:

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

COMMITTEE REPORTS:

- Education and Legislative – Demetria Scott, Chair
 - For the month of March 2022, PSI administered 1556 salesperson and 86 broker exams, compared to 1516 salesperson and 115 broker exams in March 2021.
 - Committee continues to work on source of income handout.
 - Chair attended most recent ARELLO meeting and would like the thoughts of others on fingerprinting and background checks.
 - PSI exam review session is in early May.
 - MREC Supervision Train the Trainer final stats are as follows:
 - There are 82 approved education providers.
 - 53 schools responded to either submit names for persons to be trained or to opt-out of submitting names, which is a 65% response rate.
 - There were 34 attendees for the March 17th session.
 - There were 43 attendees for the March 24th session.
 - There were 39 attendees for the March 30th session.
 - While 116 people attended training, only 113 of them are eligible to teach the course.
 - In 2017, there were 103 instructors for the supervision class, 46 of which attended the 2022 training.
 - Chair offered thanks to Charlene Faison for diligence in preparation of emails and tracking of registrants.
 - Commissioner Johnson shared she attended an event and received accolades about Mrs. Faison's responsiveness to them and shared the thanks extended.
 - Legislative committee met a couple of times over the last month. Topic of heavy discussion is disclosure/disclaimer. Topic of septic systems has occurred a lot, especially in complaints. There are thoughts to change the form, with the assistance of Tin Schotzbeger, President, Home Land Environmental. Mr. Schotzberger shared a presentation to the group, so they have a wealth of info to help improve the disclosure/disclaimer form.
 - There are no updates on coming soon or buyer love letters.

COMMENTS FROM EXECUTIVE DIRECTOR: Michael Kasnic

- Mission statement reviewed.
- Current license count totals 49,379 of which 4,199 are brokers, 3,049 are associate brokers and 41,279 are salespersons, 160 are reciprocal brokers, 71 are reciprocal associate brokers, and 621 are reciprocal salesperson. Inactive total was not reported. There are 772 branch offices.
- The Commission gets a high volume of callers from brokers wanting to add reciprocal agents to their office which is not allowed. Those agents wanting to work out of Maryland offices should apply through out-of-state license recognition.

- Guaranty Balance as of February 28, 2022 is \$1,213,452.24, a growth of almost \$20,000.00.
- Complaints – not as high this month, currently at 79.
- Mr. Kasnic spoke of the benefits of being back in the office and having in-person meetings. He would like the Commissioners to think about this. Three options were offered. Discussion was held amongst the group.
 - Labor Commissioner, Gregory Morgan, offered that some boards have already chosen in-person meetings, and provided information of use of a facility near the airport being an option for boards. He also noted there will always be hybrid option. Challenge with our current location would be public access to the building, due to security, and lack of parking.
 - Discussion lasted for an extended period. Commissioner Lord would like to table the discussion and add as an agenda item for next month’s meeting.
 - Eutaw Street location has challenges with parking but the building itself is more well-kept.
- It was noticed there is a phone number floating around that staff does not have access to. Mr. Kasnic reiterates the phone number on our website is the correct number to the Commission.
- Ethics filings are due April 30, 2022.
- Mr. Kasnic refers to Labor Commissioner Gregory Morgan for further comments. He shares:
 - Staff are settling into the new environment. This is a short stay for the Department as plans are being discussed to move to a downtown location. With the administration change coming, the plan may change.
 - Department of Labor is seeing continued growth in licensees so complaints will continue.
 - There was a legislative change for Maryland Home Improvement Commission that affects its guaranty fund. Claim requests increased from \$20,000.00 to \$30,000.00. The change could affect other boards.
 - Five of seven sunsets passed.

COMMENTS FROM COUNSEL: Jessica Praley, AAG

- Counsel introduced herself to the newest commissioner.
- Proposed language change to application – At last month’s meeting, it was asked that counsel revise a question asked of applicants with conduct issues. Counsel offers draft of the new language.

Motion (made by Marla Johnson, seconded by Donna Horgan) **To change current language to that prepared by Counsel. Commissioner Jacinta Bottoms-Spencer ABSTAINED.**
Motion Carried.

- Counsel noted some bills that recently passed. They include:
 - SB6/HB86
 - HB91
 - SB425/HB568
 - HB807
- Other bills being followed stalled.

- Susan Mitchell, MR, offered comments on bills of interest to MR. She also noted they received a lot of feedback about one-click. They will be doing a webinar this Friday which Mr. Kasnic will be participating in.

COMMENTS FROM CHAIR: Anne Cooke

- Chair attended ARELLO meeting in Savannah with Commissioners Lord, Scott, Williams and Assistant Executive Director Jillian Lord. Chair offered those that attended a chance to share their experience.
- Chair also participated in a fair housing training.

UNFINISHED BUSINESS:

- None

NEW BUSINESS:

- ARELLO Annual Conference will be in Tennessee, August 29, 2022 through September 2, 2022.

COMMENTS FROM THE PUBLIC:

- David Politzer asked if there are changes to the supervision requirements for applicants with criminal convictions. There is not as only brokers, team leaders and branch office managers are required to take the class.

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:52 A.M.. The next monthly business meeting is Wednesday, May 18, 2022.

APPROVED AS PRESENTED _____
Anne Cooke, Chairperson

APPROVED AS AMENDED _____
Anne Cooke, Chairperson