
Maryland Real Estate Commission

Business Meeting

Meeting Minutes

DATE: **February 19, 2025**

TIME: 10:30 A.M.

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

MEMBERS PRESENT:

Donna Horgan, *Commissioner, Chair*
Demetria Scott, *Commissioner*
Hope Mims, *Commissioner*
Jackie Alexander, *Commissioner*
Michael Lord, *Commissioner*
Jean-Jacques Ellong, *Commissioner*
Sandy Olson, *Commissioner*

MEMBERS EXCUSED:

Nea Maloo, *Commissioner*
Kambon Williams, *Commissioner*

STAFF PRESENT:

Sarah McDermott, Assistant Commissioner, O&P
Scott Lederer, Executive Director
Robert Pambianco, Assistant Attorney General
Christopher Morton, Paralegal
Lucinda Rezek, Paralegal
Tenensia Stanley, Executive Director Assistant

PUBLIC PRESENT:

Piet Dedreu
Greg Fisk
Deb Hutson
Katelyn Taylor
Marie Lagos
Jenifer League
Christa McGee, *Maryland Realtors*
Kitty Owings
Monica Stewart
Dave Stromberg
Stephanie Gones, *The CE Shop*
Veronica Rolocut

Roll Call/Quorum Announced and Meeting Called to Order

Chair Horgan called the meeting to order at 10:30 A.M. and mentioned the meeting was being recorded to facilitate accurate minutes.

Approval of Report of Complaints/Administrative Dismissals for February

Motion (made by Commissioner Lord, seconded by Commissioner Alexander)
To approve the Administrative Dismissals for February 2025.

No discussion.

Motion carried.

Approval of Minutes

Motion (made by Commissioner Alexander seconded by Commissioner Ellong) **To approve the January 15, 2025 Business Meeting minutes without corrections.**

No discussion.

Motion carried.

Committee Reports

Education - Commissioner Scott, Chair

- Commissioner Scott provided a summary of the exam statistics for January 2025.
- Commissioner Lord inquired about the insights these reports provide.
- Commissioner Scott explained that the stats help identify areas where action can be taken to address low pass rates.
- Mr. Lederer noted that the stats are valuable for comparing overall success rates with individual providers. Mr. Lederer also emphasized the need to re-establish monitoring of certain classes for content and compliance.

Legislative – Commissioner Horgan, Chair

- The Committee met in January and is continuing to gather information to decide whether to move forward with legislation on background checks and fingerprinting for licensees. Further discussion will take place at next Tuesday's meeting at 3 PM.
- The Committee plans to proceed with submitting the Radon legislation that was not passed last year, with potential changes, before submitting it to the Department of Labor.
- Mr. Lederer reviewed three bills moving from the House to the Senate that impact the Commission, including the Wholesaler's bill and CE requirements.
- Questions were raised regarding the Wholesalers Bill. Mr. Lederer will gather more details on the bill.
- Counsel Pambianco clarified that the bill addresses wholesale buyers and wholesale sellers assigning contracts.

Comments from Executive Director Lederer

- License counts for January 2025 are 4,006 Brokers, 3,074 Associate Brokers and 38,441 Salespersons. Reciprocal Broker and Salesperson licenses are up 12% and 8%, respectively.
- Commissioner Mims inquired about the decrease in Broker licenses. Mr. Lederer explained that the Commission does not typically engage with each broker individually, and some brokers simply choose not to renew their licenses. When the licensing staff does receive communication from brokers, the reasons given often include "not doing business" or "retirement."
- Mr. Lederer noted that the Commission continues to receive complaints from licensees stating they were not notified about recent CE changes. The Commission has been actively working since August 2024 to inform all agents and brokers, including sending monthly e-blasts and 6-month and 3-month reminders.
- The Commission is now fully operational in the new space.

Comments from Counsel Robert Pambianco

- Counsel mentioned CE requirements in the bill, which clears up the confusion regarding Brad and Brad-SD. Additionally, the language changes for licensees who are commercial only.

Comments from Chair Horgan

- The Chair emphasized to all brokers and agents the importance of completing their Continuing Education.
- Commissioner Mims suggested updating the website with a pop-up window for agents to acknowledge the new CE requirements. Mr. Lederer will discuss this update with the IT department.
- Commissioner Olson inquired about revisiting the Commission's newsletter. Mr. Lederer is currently working on resurrecting the Commission's Check.
- The Chair reminded brokers and agents to verify that their deposit checks are being deposited and cleared. Mortgage companies are now requiring a deposit slip for verification.

Old Business

- Mr. Lederer sent out the revised Disclosure / Disclaimer and thanked Counsel Pambianco for his assistance in updating the form.
- Counsel noticed some minor changes before a vote.
- Commissioner Olson stated that fire and flood were also added.

Motion (made by Commissioner Lord, seconded by Commissioner Mims) **To approve the revised disclosure disclaimer form including the proposed changes by Counsel.**

No discussion.

Motion carried.

New Business

- There was no new business.

Public Comment

- Christa McGee
 - The Maryland Realtors are hosting their Commercial Symposium on March 20, 2025. Mr. Lederer will be speaking.
 - She mentioned that wholesalers have been involved with the process of drafting the Wholesalers Bill.
 - She asked if the commission will be extending reciprocity to other states. Mr. Lederer stated not at this time.

Adjournment

There being no further business.

Motion To adjourn the meeting (made by Commissioner Lord, seconded by Commissioner Olson).

Motion carried.

The next monthly business meeting is Wednesday, March 19, 2025.

APPROVED AS PRESENTED _____ ***Donna Horgan*** _____

Donna Horgan, Chairperson