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**Maryland Real Estate Commission**  
**Business Meeting**  
*Meeting Minutes*

DATE: September 27, 2023

TIME: 10:30 A.M.

LOCATION: 1100 N. Eutaw St.  
5<sup>th</sup> Floor Conference Room  
Baltimore, MD 21201  
*(Teleconference via Google Meet)*

MEMBERS PRESENT:

Michael Thomas, *Commissioner*  
Demetria Scott, *Commissioner*  
Donna Horgan, *Commissioner*  
Sandy Olson, *Commissioner*  
Jacinta Bottoms-Spencer, *Commissioner*  
Nea Maloo, *Commissioner*  
Kambon Williams, *Commissioner*  
Jean-Jacques Ellong, *Commissioner*

MEMBERS ABSENT:

Michael Lord, *Commissioner*

STAFF PRESENT:

Robert Pambianco, *AAG*  
Michael Kasnic, *Executive Director*  
Charlene Faison, *Education Director*  
Jillian Lord, *Asst. Executive Director*

PUBLIC PRESENT:

Christina McGee, *Maryland Realtors*  
Brenda Kasuva, *MREEA*  
Stephanie Gones, *The CE Shop*  
Lorin S., *MD Chapter AARST*  
Marie Lagos

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David Politzer, Broker  
Jenifer League, GBBR  
Kathie Connelly, Broker

## Roll Call/Quorum Announced and Meeting Called to Order

Chair called the meeting to order at 10:34 A.M..

## Approval of Report of Complaints/Administrative Dismissals

**Motion** (made by Jacinta Bottoms-Spencer, seconded by Jean-Jacques Ellong) **To approve the Administrative Dismissals for the month of September. Motion carried.**

## Approval of Minutes

**Motion** (made by Jacinta Bottoms-Spencer, seconded by Michael Thomas) **To approve the minutes, of the August 16, 2023 business meeting. Motion carried.**

## Committee Reports

### Education – Jacinta Bottoms-Spencer, Chair

- For the month of August 2022, PSI administered 966 salesperson and 103 broker exams, compared to 905 salesperson and 73 broker exams in June 2023.
- Commissioner Bottoms-Spencer shared background information to Senate Bill 443, which created a new set of courses specifically for first term licensees.
- Commissioner Bottoms-Spencer shared three options to satisfy the Brokerage Relationships & Disclosures for Sellers and is seeking a motion on one of them.

**Motion** (made by Nea Maloo, seconded by Sandy Olson) **That the Commission internally create the Seller Disclosure elements required in the new course, add it to the end of the current Brokerage Relationships and Disclosures Course and hold a supplemental train the trainer session to train this new element to currently certified Brokerage Relationships and Disclosure instructors and then have those who have completed the training as the certified instructors for the Brokerage Relationships and Disclosures and Seller Disclosure course. Motion carried.**

### Legislative – Donna Horgan, Chair

- Committee will meet next Tuesday.
- No update on proposed radon bill.
- Chair asked Christa McGee, MR, if they have any updates. They did not.
- Other items that motions will be needed for include issues on wholesaling.
- Reminds agents not to give out lockbox codes.
- Reminds agents about earnest money deposits.
- Asked if there has been an update on the West Virginia requirement of having a brick and mortar. Mr. Kasnic says a letter has been drafted to West Virginia brokers and it is almost complete.

### Comments from Executive Director

- Commissioner Bottoms-Spencer thanked Mr. Kasnic for coming to the Maryland Realtors meeting in Hanover, MD.
- Chair asked Christa McGee about attendance at the Maryland Realtors Conference. It was about 500 attendees.
- Mr. Kasnic was unable to show his usual slides but reported licensing numbers are slightly down.
- Guaranty fund balance is \$1,286,949.25.
- Complaints are up. Had 132 last month, mainly because of CE audits; projected number for the year is 1200.
- The hard stop on CE renewals created issues so IT dept. had to make adjustments. The fix will be in effect in the next 6 or 7 days.
- During MR conference, background on Commission was given; always good to hear from agents and consumers alike.
- Mr. Kasnic was invited to speak at a sales meeting and wholesaling was brought up. Other issues brought up included anonymous complaints.
- Commissioner Bottoms-Spencer says at the beginning of her commissioner career she was a proponent of anonymous complaints and after learning and understanding she's no longer a proponent of it.
- Mr. Kasnic offered accolades for the hard work being done by staff.
- Fee increase still being considered. There's a process and must go through the regulatory process. If increase approved, there will be benefits including new licensing system and conversion of positions.

### Comments from Counsel

- Mr. Pambianco spoke on West Virginia issue. Reiterates that Mr. Kasnic is simply implementing current Maryland law.

### Comments from Chair

- None

### Old Business

- Commissioner Williams located a copy of Jessica Praley's draft. He forwarded it to Mr. Kasnic for distribution.

### New Business

- None

### Public Comment

- Lorin S., MD Chapter of AARST
  - Provided update on radon meeting that was recently held in Pennsylvania.
- Maryland Realtors worked with MREEA to start preparing outlines for the new courses required under SB443.
- Christa McGee would like clarification on the train the trainer. She expresses desire to have staff from MR trained.

- Brenda Kasuva, MREEA
  - would like clarification if BRAD course is now two courses. Counsel still needs to finalize things before making a determination.
  - would like the advertising checklist updated.
  - would like the website updated.
  - would like renewal notices to be updated.

Adjournment

There being no further business, the meeting adjourned at 12:36 P.M. The next monthly business meeting is Wednesday, October 18, 2023.

APPROVED AS PRESENTED \_\_\_\_\_  
Donna Horgan, Chairperson

APPROVED AS AMENDED \_\_\_\_\_  
Donna Horgan, Chairperson