

**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**  
**August 16, 2017, 10:30 a.m.**

**Highlights from the meeting:**

- Current license count is 43,567
- Guaranty fund balance for July was not available by meeting date
- There are Train the Trainer workshops still to be held for the MREC required supervision course

**PRESENT:**

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)  
Commissioner Jeff Wright (Industry)  
Commissioner Owen Taylor (Consumer)  
Commissioner Marla Johnson (Industry)  
Commissioner Karen Baker (Consumer)  
Commissioner Demetria Scott (Industry)  
Commissioner James Reeder (Consumer)  
Commissioner Kambon Williams (Consumer)  
Stewart Cordish, AAG  
Katherine F. Connelly, Executive Director  
Charlene Faison, Education Director, Session Recorder

**ABSENT:**

Commissioner Anne Cooke (Industry)

**PUBLIC IN ATTENDANCE:**

Mark Feinroth, MAR

**CALL TO ORDER:**

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:30 A.M.

**APPROVAL OF MINUTES:**

**Motion** (made by Jeff Wright, seconded by Owen Taylor) **To approve the minutes of the July 19, 2017 business meeting. Unanimous approval.**

**REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:**

**Motion** (made by Marla Johnson, seconded by Demetria Scott) **To approve the Administrative Dismissals for the month of August 2017. Motion carried.**

Commissioner Scott raised questions on two cases to which it was decided the language will be updated. Commissioner Taylor also raised questions on two cases to which language will be changed on one case; no changes to the second.

## **COMMITTEE REPORTS:**

### 1. Education – Jeff Wright

- For the month of July 2017 PSI administered 1042 salesperson and 55 broker exams, compared to 907 salesperson and 47 broker exams in July 2016.
- The website is still being worked on to post pass rates from schools.

### 2. Legislative – Marla Johnson, Legislative Chair

- No comment.

## **COMMENTS FROM EXECUTIVE DIRECTOR:** Katherine F. Connelly

1. Current license count totals 43,567, of which 4,337 are brokers, 3,080 are associate brokers, 35,065 salespersons. Of the total count, 1,587 are inactive.
2. Guaranty fund balance for July 2017 was not made available before meeting.
3. There are two more Train the Trainer sessions to be held; August 17, 2017 at GBBR and September 10, 2017 at the MAR Convention.
4. Ms. Connelly, and some Commissioners, will be attending the ARELLO conference in September and MAR Convention. Ms. Connelly will be teaching a CE class and speaking to the Board of Directors.
5. Ms. Connelly is in process of scheduling trip to NAR conference in Chicago for November.
6. The question was brought to Ms. Connelly as to whether you can use the same team with two different brokerages. Also, whether a particular team name would be considered a business as opposed to a team.
7. A postcard, with a handwritten, note was received. Ms. Connelly advised the postcard, itself, was not the problem but the handwritten note. The postcard was sent to someone whom already has their home listed with someone else. The Commissioners agreed the handwritten note, makes the advertisement (postcard) a breach of ethics code.
8. A letter, from GCAAR, received by Chair D'Ambrosia was shared with the Commissioners. In it, GCAAR is asking the Office of the Attorney General in Maryland and the District of Columbia to work with Zillow, and similar companies, in reviewing their new innovations 'to ensure they remain consistent with real estate brokerage licensing laws designed to protect the best interest of the consumer.'
9. So far, Commissioners D'Ambrosia, Johnson and Cooke have attended the Supervision training. Staff persons Lucinda, Charlene, Brenda, Jillian, Diane, Jack, Jennifer and Michelle either have or are attending the training.
10. Ms. Connelly received a request to waive the three year requirement for broker qualification. Applicant has a break in the three consecutive year period. **Motion** (made by Jeff Wright, seconded by Marla Johnson) **To allow waiver and allow candidate to take real estate exam due to administrative error. Motion carried.**
11. There are no panels, meeting or hearing for September. The next meeting is October 18, 2017.

## **COMMENTS FROM COUNSEL:** Stewart Cordish, AAG

- No comment from counsel.

## **COMMENTS FROM CHAIR:** J. Nicholas D'Ambrosia

- No comment.

**UNFINISHED BUSINESS:**

- Commissioner Taylor raised question about a case from last month's meeting. He was expecting a follow-up from staff. He believes there was more information to be gained and sought an update. Chair D'Ambrosia explained the process of filing regulatory charges against an agent.
- There has been no movement or approval to advertise for the Executive Director position.

**NEW BUSINESS:**

- None

**ADJOURNMENT:**

There being no further business, the meeting adjourned at 12:11 P.M. The next monthly business meeting is Wednesday, October 18, 2017.

APPROVED AS PRESENTED \_\_\_\_\_  
J. Nicholas D'Ambrosia, Chairperson

APPROVED AS AMENDED \_\_\_\_\_  
J. Nicholas D'Ambrosia, Chairperson