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# **Maryland Real Estate Commission**

## **Business Meeting**

### ***Meeting Minutes***

DATE: **December 18, 2024**

TIME: 10:45 A.M.

LOCATION: 1100 N. Eutaw Street  
5th Floor Conference Room  
Baltimore, MD 21201  
*(Teleconference via Google Meet)*

MEMBERS PRESENT:

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

STAFF PRESENT:

Sarah McDermott, *Assistant Commissioner, O&P*  
John Dove, *Commissioner, O&P*  
Scott Lederer, *Executive Director*  
Robert Pambianco, *Assistant Attorney General*  
Christopher Morton, *Paralegal*  
Kathie Connelly, *Consultant / Contractor*  
Japonica Kearney, *Education Supervisor*  
Tenensia Stanley, *Licensing Specialist*

PUBLIC PRESENT:

Christa McGee, *Maryland Realtors*  
Chuck Kasky, *Maryland Realtors*  
Lisa May, *Maryland Realtors*  
Jennifer League, *Greater Baltimore Board of Realtors*  
Brenda Kasuva, *MREEA*  
Stephanie Gones, *The CE Shop*  
Monica Stewart, *Salesperson*  
Tamekia Martin, *Anne Arundel County Association of Realtors*  
Max Gross, *Salesperson*

Roll Call/Quorum Announced and Meeting Called to Order

Chair Horgan called the meeting to order at 10:45 A.M. and mentioned the meeting was being recorded to facilitate accurate minutes.

Introduction of newly appointed Commissioners

Chair Horgan welcomed Hope Mims from Baltimore County and Jackie Alexander from Southern Maryland. Commissioner Mims and Alexander gave a brief introduction and history of their tenure in the business. They appreciated their appointments and willingness to contribute to the Commission.

Approval of Report of Complaints/Administrative Dismissals for October

**Motion** (made by Commissioner Lord, seconded by Commissioner Alexander) **To approve the Administrative Dismissals for December 2024.**

**No discussion.**

**Motion carried.**

Approval of Minutes

**Motion** (made by Commissioner Lord, seconded by Commissioner Olson) **To approve the November 20, 2024 Business Meeting minutes without corrections.**

**No discussion.**

**Motion carried.**

## Committee Reports

### Education - Commissioner Scott, Chair

- Commissioner Scott expressed her appreciation to be appointed Chair of the Education Committee.
- She stated the committee will begin the next calendar year with their first meeting on Tuesday, January 21st.
- She welcomed any input for the committee to be submitted by January 16th.
- Mr. Lederer gave a brief summary of the PSI stats. The month of November there were 194 individuals taking the salesperson both portions of the salesperson exam and of the 194, 52 passed the first time around which is almost a sub 27% pass rate on the broker exam in the month of November there were five individuals of taking both portions and one passed so that's 20%

### Legislative – Commissioner Horgan, Chair

- The Committee will meet on January 21, 2025, starting at 11 am..
- Commissioner Horgan mentioned the meetings usually last about an hour, and she will email once any speakers are lined up for a future meeting.

### Comments from Executive Director Lederer

- License counts for November 2024 are 4,036 Brokers, 3,067 Associate Brokers, and 38,598 Salespersons, down about 4% year over year.
- Mr. Lederer introduced the newly hired Education Supervisor, Japonica Kearney. She formerly worked for the MD State Dept. of Education as well as the Baltimore County School System.
- Japonica briefly overviewed her work experience and expressed her excitement about the new position.
- Mr. Lederer announced the pending move of the Labor Department to 100 S. Charles Street in the coming weeks.
- Chair Horgan inquired about the status of the revised Disclosure Disclaimer form. Mr. Lederer said it is pending submission to the MD Registry for review.
- Mr. Lederer mentioned the 2025 calendar of Board Meetings is posted on the MREC website.

### Comments from Counsel Robart Pambianco

- Counsel reminded everyone that once the legislative session starts, they should expect to be busy reviewing and commenting on proposed legislation affecting the Department of Labor. Will have more to comment on once the upcoming Legislative session gets underway.
- Commissioner Olson inquired about fingerprinting and background checks legislation and where we stand in the coming session. Chair Horgan stated to expect it next session.

### Comments from Chair Horgan

- The Chair mentioned she would like to have at least one 2025 Board Meeting in person.

### Old Business

- No old business discussed.

### New Business

- No new business discussed

### Public Comment

- Christa McGee, Maryland Realtors
  - She welcomed the newly appointed Commissioners Mims and Alexander.
  - Christa gave an overview of the proposed legislation considered by Maryland Realtors. To include re-introducing a Wholesaling bill, increasing the CE hour requirement for Fair Housing from 1.5 hours to 2 hours and reducing the electives from 4.5 hours to 4 hours. Also a bill to combine the Commission's BRAD course into the newly created BRAD-SD course due to the similar content in both courses. She also stated they will pursue an ADA course requirement for Commercial Licensees. They also want to clearly define the roles of instructor training for Commission courses between the Commission and the education providers.
- Chuck Kasky, Maryland Realtors
  - Chuck mentioned that the state association's membership has declined year over year by about the same percentage as the MREC license count—about 4% overall.
  - Chuck gave a very thorough overview of how the new compensation regulations from the NAR settlement are being accepted and enforced within the industry.
  - An extensive discussion ensued, including Commissioners Mims, Olson, Scott, and Horgan, regarding the implementation of the new compensation rules and practices.
- Brenda Kasuva, MREEA
  - She welcomed the newly hired Education Supervisor Japonica Kearney.

Adjournment

There being no further business, Chair Horgan wished everyone a wonderful Holiday Season and look forward to a happy and healthy New Year.

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

**Motion carried.**

The next monthly business meeting is Wednesday, January 15, 2025.

APPROVED AS PRESENTED \_\_\_\_\_ *Donna Horgan* \_\_\_\_\_

Donna Horgan, Chairperson