

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
November 16, 2016 10:30 a.m.

Highlights from the meeting:

- Current license count is 41,927
- Guaranty fund balance for September - \$924,564.76
- Meeting scheduled for January 24, 2017 to discuss education concerns with providers
- Test writing session with PSI representatives scheduled

PRESENT:

Commissioner J. Nicholas D'Ambrosia, Chair (Industry)
Commissioner Marla Johnson (Industry)
Commissioner James Reeder (Consumer)
Commissioner Jeff Wright (Industry)
Commissioner Anne Cooke (Industry)
Commissioner Karen Baker (Consumer)
Brian Weeks, AAG
Katherine F. Connelly, Executive Director
Charlene Faison, Education Administrator, Session Recorder
Jillian Lord, Assistant Executive Director

ABSENT:

Commission Robin Pirtle (Consumer)

PUBLIC IN ATTENDANCE:

Mark Feinroth, MAR
Robert Johnston, AACAR

CALL TO ORDER:

J. Nicholas D'Ambrosia, Chair, called the meeting to order at 10:34 a.m.

APPROVAL OF MINUTES:

Motion (made by Marla Johnson, seconded by Jeff Wright) **To approve the minutes of the October 19, 2016 business meeting. Unanimous approval.**

REPORT OF COMPLAINTS/ADMINISTRATIVE DISMISSALS:

Motion (made by Jeff Wright, seconded by Anne Cooke) **To approve the Administrative Dismissals for the month of October 2016. Motion carried.**

COMMITTEE REPORTS:

1. Education – Jeff Wright

- For the month of October 2016 PSI administered 851 salesperson and 50 broker exams, compared to 868 salesperson and 40 broker exams in October 2015.

2. Legislative – Marla Johnson, Legislative Chair

- No comments from Commissioner Johnson.
- MAR looking at legislation that will affect open houses, per Mark Feinroth.

COMMENTS FROM EXECUTIVE DIRECTOR: Katherine F. Connelly

1. Ms. Connelly introduced Jillian Lord, MREC's new Assistant Executive Director.
2. Consumer member Robin Pirtle is resigning from the Real Estate Commission Board.
3. Current license count totals 41, 927, of which 4,327 are brokers, 3,049 are associate brokers, 33,542 salespersons. Of the total count, 1,626 are inactive.
4. Guaranty fund balance for September - \$924,564.76 and we paid \$17,253.50 in claims for the month.
5. The revised Understanding Whom Real Estate Agents Represent form was sent out to all brokers. Comments received were interesting. Many questions remain regarding changing roles during a transaction, doing CMAs and individuals not following the new law; all of which are a major concern to the Board. MAR representative, Mark Feinroth, agrees there is a necessity to have a discussion to review CMA issue.
6. Document regarding an online proctoring option was received by Ms. Connelly from an approved provider. Chair D'Ambrosia provided details regarding its function and use. Questions did arise which would need to be further discussed.
7. Ms. Connelly taught at the GBBR Fair, attended the NAR Convention in Orlando and did several sales meetings this month. Will be attending the Changing of the Guard Meeting in Chicago in December and the ARELLO leadership meeting in January.
8. Conference space has been reserved for December 5th and 6th for the test writing session. The Exam Review Committee will consist of Commissioners Marla Johnson, Jeff Wright and Anne Cooke, Jillian Lord, Charlene Faison, Steve Long and Ms. Connelly. Those selected to sit on the committee have no conflict of interest with any of the Board's approved providers.
9. January 24th is the date selected to have a meeting with all education providers. A save-the-date notice has gone out. While the meeting is not mandatory, we are stressing the importance of attending.

COMMENTS FROM COUNSEL: Brian Weeks

1. Governor's regulation reform – Mr. Weeks has prepared the file of regulations needing revision. It is ready to go and be published.
2. Second round of fee reductions – The prepared file is ready to be published; should be on track for changes to take effect January 1, 2017.
3. As a result of last's month meeting and the discussion of trust money, Mr. Weeks provided a copy of a portion of MD Code, Insurance, §10-121. Title insurance producers and §10-101. Definitions. It was noted that §10-101(1) defines a title insurance producer. The question, however, remains as to how a buyer can confirm receipt of deposit money if it is not held by a broker directly.
4. Translation of forms to other languages – Mr. Weeks reviewed the statute and it appears it is broad and probably not meant for the Commission to have to translate. It is believed the statute was intended for forms used in everyday situations to help consumers interact with the government.

COMMENTS FROM CHAIR: J. Nicholas D'Ambrosia

- None

UNFINISHED BUSINESS:

- None

NEW BUSINESS:

- None

ADJOURNMENT:

There being no further business, the meeting adjourned at 11:44 A.M. The next monthly business meeting is Wednesday, November 16, 2016.

APPROVED AS PRESENTED _____
J. Nicholas D'Ambrosia, Chairperson

APPROVED AS AMENDED _____
J. Nicholas D'Ambrosia, Chairperson