

Maryland Real Estate Commission

Business Meeting

Meeting Minutes

DATE: November 19, 2025

TIME: 10:30 A.M.

LOCATION: 100 S. Charles Street

(Teleconference via Google Meet)

MEMBERS PRESENT:

Demetria Scott, *Commissioner, Chair*
Sandy Olson, *Commissioner*
Joe Wilson, *Commissioner*
Jackie Alexander, *Commissioner*
Kambon Williams, *Commissioner*
Roxanne Alston, *Commissioner*

MEMBERS ABSENT:

Nea Maloo, *Commissioner*
Hope Mims, *Commissioner*

STAFF PRESENT:

Robert Pambianco, *Assistant Attorney General*
Scott Lederer, *Executive Director*
Tenlesia Stanley, *Assistant to the Executive Director*
Christopher Morton, *Paralegal*
Lucinda Rezek, *Paralegal*
Matthew McKinney, *Legislative for O&P*
Aajah Harris, *Policy Director*

Japonica Kearney, *Education Director*
Allison Simpson, *Education Assistant*

PUBLIC PRESENT:

Kate Booz
Kathie Connelly
Dawn Friend
Deb Hutson
Lashawn Johnson
Marie Lagos
Barbara Maloney
Brenda Kasuva
Christa McGee
Kitty Owings
Tina Rabe-Matcke
Gwendolyn Wynn
Katelyn Taylor

Roll Call/Quorum Announced and Meeting Called to Order

- Chair Scott called the meeting to order at 10:30 a.m. A roll call was conducted by Executive Director Lederer, confirming that a quorum was present.
- The meeting was recorded and transcribed to ensure the accuracy of these minutes.

Approval of Report of Complaints/Administrative Dismissals for November

Motion (made by Commissioner Wilson, seconded by Commissioner Alexander) to approve the Administrative Dismissals for November 2025.

No discussion.

Motion carried.

Approval of Minutes

Motion (made by Commissioner Wilson, seconded by Commissioner Alston) to approve the October 15, 2025, Business Meeting minutes without corrections.

No discussion.

Motion carried.

Committee Reports

Education - Commissioner Mims, Chair

- Commissioner Mims was absent. Chair Scott noted she would address education topics in her remarks.

Legislative – Commissioner Alexander, Chair

- The Legislative Committee met on October 20th and 27th.
- The final release date for the Property Disclosure/Disclaimer Form is still pending, as the final review has not been released yet. Counsel Pambianco will provide an update during his comments. The Committee plans to begin working on future updates as soon as possible in preparation for the next revision.
- The committee obtained and will be reviewing the background checks and fingerprinting requirements from the neighboring states. At the moment, Maryland relies solely on self-reporting by licensees. The Committee is exploring future legislative recommendations to implement mandatory background checks, similar to neighboring states.
- Several Committee members took the revised Broker Supervision course. Opinions varied on whether the allocated time is sufficient.
- Additional topics of ongoing discussions include Wholesaling activities, Property management licensing, and Landlord-tenant updates.
- The next Legislative meeting will be held on November 24th at 3 p.m.

Comments from Executive Director Lederer

- Maryland continues to show a 4% year-over-year decline in total licenses.
- The Guarantee fund balance as of September 30, 2025, is \$1,300,377.96.
- New hourly requirements and ADA course requirements took effect on October 1st. Due to the new changes, renewal volume is high. The licensing staff is assisting licensees who discovered they were missing the new CE hours.
- Five CE providers are currently approved to teach the new ADA course; more are pending.
- The PSI Exam Statistics are as follows:
 - Salesperson: 645 exams administered; 186 first-time takers; 32% pass rate.
 - Broker: 42 exams administered; 9 first-time takers; 22% pass rate.
- Commissioner Olson commented about a candidate struggling with the national portion of the exam and requesting additional resources. Mr. Lederer recommended directing the agent to the education providers for refreshers and study guides, utilizing in-person courses when possible, and PSI study guides are available for purchase.

Comments from Counsel Robert Pambianco

- Two major regulatory amendments have been submitted for publication:
 - CE Late Fee Increase to \$75 and CE Course Approval Fee set at \$25 – expected Maryland Register publication: December 12, 2025.
 - Broker Supervision Course Reduction from 3 hours to 1.5 hours – expected publication: December 1, 2025.
- The revised Property Disclosure/Disclaimer Form is still awaiting final approval before it can be released for publication in the Maryland Register.

- After the 30-day comment period concludes, the Commission may take final action.

Comments from Chair Scott

- MREC and PSI completed a full-day review of current and pilot exam questions.
- Beginning January 1, 2026, new scored questions will appear on the exam; these were previously unscored questions already in circulation.
- New questions tied to 2023–2025 legislation will be created and added after a January meeting with PSI.
- Chair Scott highlighted Business Occupations & Professions §§17-532 and 17-534 regarding agent duties:
 - Protect clients' interests with reasonable care and diligence.
 - Maintain client confidentiality at all times.
 - Prohibited disclosures include:
 - Appraised values above the contract price
 - Client financial strain or urgency to move
 - Terms of competing offers without authorization
- Confidentiality is a statutory duty and cornerstone of consumer protection.

Old Business

- The Advertising Task Force met and made 4–5 revisions to the advertising checklist. A revised draft has been sent to Chair Mims. The final review meeting will be scheduled soon.

New Business

- Patrick Richardson, MREC Auditor
 - Described what occurs during unannounced audits:
 - Verifying deposit handling and ensuring funds align with contract requirements.
 - Reviewing online bank statements for timely deposits and proper reconciliation.
 - Ensuring escrow accounts are used properly and free from commingling.
 - Confirming brokerage address matches MREC records.
 - Inspecting signage at the business premises.
- Mr. Richardson noted that many brokers now transfer escrows to title companies, reducing audit complexity. Larger brokers are easier to audit with modern online systems.
- Mr. Lederer emphasized that concerns about specific brokers can be referred for targeted audits.

Public Comment

Christa McGee

- Maryland Realtors' attrition rate aligns with MREC's, a 4.1% decrease in licensees.
- Thanked Mr. Lederer for participating in the association's AEES conference.
- Recognized the relaunch of *The Commission Check* newsletter.

Barbara Maloney

- Taught the revised Broker Supervision Course twice at the convention.
- Expressed concern that 1.5 hours does not allow time for discussion.
- Requested revision to condense repetitive slides.

Brenda Kasuva

- Confirmed understanding of PSI exam changes.
- Asked about timing for legal update questions (scheduled post-January review).
- Clarified that the distribution of topic questions remains unchanged.

Additional Public Remarks

- Mr. Lederer reminded attendees that the Commission is still seeking a consumer member.

Adjournment

There being no further business.

Motion to adjourn the meeting (made by Commissioner Olson, seconded by Commissioner Wilson).

Motion carried.

Meeting adjourned at 11:03 a.m.

The next monthly business meeting is on Wednesday, December 17, 2025.

APPROVED AS PRESENTED

_____SIGNTURE ON FILE_____

Demetria Scott, Chairperson