

SB 680 - Real Estate CE - FAV - REALTORS.pdf

Uploaded by: Lisa May

Position: FAV



Senate Bill 680 – Real Estate Commission - Continuing Education Requirements – Alterations

Position: Support

Maryland REALTORS® supports Senate Bill 680, to update, clarify, and streamline the provision of required educational coursework for real estate licensees.

Many of Maryland's statutes relating to real estate continuing education have not been updated in years or updated in a piecemeal way. This has resulted in course practices and content that are not in keeping with current industry standards or that have outlived their usefulness. SB 680 would address this by making the following changes:

- Increase Fair Housing Education Requirements: Maryland has added two new Fair Housing protected classes in recent years, yet instruction on Fair Housing has remained at 1.5 clock hours per renewal cycle. To accommodate instruction on these and all other protected classes, HB 972 would increase instruction time to 2 hours per cycle.
- Require Commercial Practitioners to Complete Education on ADA: There are currently two contradictory requirements for real estate licensees that deal exclusively in commercial transactions – one that exempts them from Fair Housing requirements, and another that allows them to substitute coursework on the Americans with Disabilities Act (ADA) compliance for Fair Housing. SB 680 resolves this by requiring commercial practitioners to complete ADA coursework in each renewal cycle.
- Combine Separate Brokerage Classes into a Single Course: In 2023, the General Assembly approved specific coursework for new real estate licensees to complete in their first renewal cycle. Included in those requirements was a course on brokerage relationships, which is also required for returning licensees. However, the Maryland Real Estate Commission (MREC) interpreted that statute as creating two separate brokerage classes, one for initial licensees and another for returning licensees. This was not the intent of the legislation, as brokerage laws are the same for all licensees. To reduce the possibility of licensees selecting the wrong brokerage class for their license category, this bill would clarify that brokerage instruction is the same for all license renewals.
- Create a Single Standard for Course Instructor Certification: MREC currently maintains two separate standards for course instructor certification. It is mentioned several times in regulation that the course provider is responsible for determining that instructors have the necessary skills and knowledge to teach each class according to the outline approved by MREC. However, for three specific classes, instructors are required to be personally certified by MREC through completion of a training course. MREC does not hold this training course on a regular basis, and it has resulted in instructor shortages and

difficulties scheduling these required classes. This bill would allow course providers to select instructors for all classes, while maintaining MREC oversight for course content.

- Removes Outdated References and Other Technical Corrections: Finally, this bill eliminates a required reference to “flipping” from ethics coursework, as flipping is a legal practice in the state. It also provides flexibility on charging of course approval fees by MREC.

Maryland REALTORS® asks for a favorable vote on SB 680.

**For more information contact lisa.may@mdrealtor.org
or christa.mcgee@mdrealtor.org**

SB 680 - Carozza Testimony_FINAL.pdf

Uploaded by: Senator Mary Beth Carozza

Position: FAV

MARY BETH CAROZZA
Legislative District 38
Somerset, Wicomico,
and Worcester Counties

Education, Energy, and
the Environment Committee

Executive Nominations Committee



Annapolis Office
James Senate Office Building
11 Bladen Street, Room 316
Annapolis, Maryland 21401
410-841-3645 · 301-858-3645
800-492-7122 Ext. 3645
Fax 410-841-3006 · 301-858-3006
MaryBeth.Carozza@senate.state.md.us

THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

February 27, 2025

The Senate Education, Energy, and Environment Committee
SB 680 – Real Estate Commission – Continuing Education Requirements -
Alterations
Statement of Support by Bill Sponsor Senator Mary Beth Carozza

Thank you Chair Feldman, Vice Chair Kagan, and my fellow members of the distinguished Senate Education, Energy, and Environment Committee for this opportunity to present Senate Bill 680 – Real Estate Commission – Continuing Education Requirements - Alterations and ask for a favorable report as amended.

This simple legislation updates the Continuing Education requirements for real estate licensees to reflect current best practices in the industry. Many of Maryland’s statutes relating to real estate continuing education have been updated over time and this bill is meant to remove provisions that have outlived their usefulness and any contradictions that cause confusion among licensees as to their continuing education requirements.

Those changes include:

- Increasing Fair Housing education requirements from 1.5 hours per cycle to 2.0 hours per cycle, which is now the industry standard;
- Clarifying that commercial practitioners will take a course on compliance with the Americans with Disabilities Act as part of their required coursework;
- Consolidating two separate real estate brokerage relationship class offerings into one course required for all licensees; and
- Establishing a single, uniform standard for certifying course instructors and course outlines.

There is a friendly amendment included in your testimony packet that adds the language “notwithstanding any provision of law”, which is meant to clarify that the authority for course providers to select instructors overrides any conflicting requirements in statute, regulation, or policy.

I thank you for your kind attention and consideration, and I respectfully request a favorable report on SB 680.