
By: **Senator Della**

Introduced and read first time: February 5, 1998

Assigned to: Economic and Environmental Affairs

A BILL ENTITLED

1 AN ACT concerning

2 **Real Estate Brokers - Continuing Education**

3 FOR the purpose of altering the licensing requirements for certain real estate
4 salespersons; altering the continuing education requirements for certain real
5 estate brokers, certain associate real estate brokers, and certain real estate
6 salespersons; providing for the application of this Act; and generally relating to
7 licensed real estate brokers, licensed associate real estate brokers, and licensed
8 real estate salespersons.

9 BY repealing and reenacting, with amendments,
10 Article - Business Occupations and Professions
11 Section 17-303 and 17-315
12 Annotated Code of Maryland
13 (1995 Replacement Volume and 1997 Supplement)

14 SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF
15 MARYLAND, That the Laws of Maryland read as follows:

16 **Article - Business Occupations and Professions**

17 17-303.

18 (a) To qualify for a real estate salesperson license, an applicant shall be an
19 individual who meets the requirements of this section.

20 (b) An applicant shall be of good character and reputation.

21 (c) An applicant shall be at least 18 years old.

22 (d) An applicant shall have completed successfully:

23 (1) a basic course in real estate approved by the Commission THAT DOES
24 NOT REQUIRE MORE THAN 45 CLOCK HOURS OF CLASSROOM INSTRUCTION; or

25 (2) if approved by the Commission as an alternative, courses in real
26 estate subjects in any college.

1 (e) An applicant shall pass an examination given by the Commission under §
2 17-306 of this subtitle.

3 (f) An applicant shall obtain, from a licensed real estate broker, a
4 commitment providing that the applicant shall become affiliated with the licensed
5 real estate broker as a real estate salesperson on the granting of a real estate
6 salesperson license to the applicant.

7 (g) An applicant shall meet any other requirement that the Commission
8 establishes to ensure that only individuals who are professionally competent and of
9 good character and reputation are licensed.

10 17-315.

11 (a) (1) To qualify for renewal of a license under this subtitle, a licensee shall
12 complete:

13 (i) in the license term that begins in 1992, at least 12 clock hours of
14 continuing education instruction, as provided in this section, during each 2-year
15 license term; and

16 (ii) in and after the license term that begins in 1996, at least 15
17 clock hours of continuing education instruction, as provided in this section, during the
18 preceding 2-year term.

19 (2) Notwithstanding paragraph (1) of this [subsection, if a license is
20 granted to a licensee during the 2nd year of a license term, the licensee may renew
21 the license for the next full term without complying with the continuing education
22 requirements of this section.] SUBSECTION:

23 (I) A LICENSEE WHO IS GRANTED A LICENSE DURING THE SECOND
24 YEAR OF A LICENSE TERM MAY RENEW A LICENSE FOR THE NEXT FULL TERM
25 WITHOUT COMPLYING WITH THE CONTINUING EDUCATION REQUIREMENTS OF THIS
26 SECTION; AND

27 (II) A LICENSEE WHO HAS BEEN LICENSED FOR 10 YEARS OR MORE
28 MAY SATISFY THE CONTINUING EDUCATION REQUIREMENTS AND RENEW A LICENSE
29 FOR THE NEXT FULL TERM BY COMPLETING A 3-HOUR COURSE THAT OUTLINES
30 RELEVANT CHANGES THAT HAVE OCCURRED IN FEDERAL, STATE, OR LOCAL LAWS,
31 OR ANY COMBINATION OF THOSE LAWS.

32 (b) (1) The Commission shall approve the form, substance, and, as provided
33 under paragraph (2) of this subsection, subject matter of all continuing education
34 courses.

35 (2) The subject matter approved by the Commission shall:

36 (i) relate to real estate; and

1 (ii) every 2 years, include at least one 3-hour course that outlines
2 relevant changes that have occurred in federal, State, or local laws, or any
3 combination of those laws, during the preceding 5 years.

4 (3) To be acceptable for credit as a continuing education course under
5 this section, the course shall cover 1 or more topics approved by the Commission.

6 (c) (1) Continuing education courses may be conducted by:

7 (i) the Maryland Association of Realtors or its member boards;

8 (ii) the Real Estate Brokers of Baltimore City, Inc.;

9 (iii) any similar professional association; or

10 (iv) an educational institution approved by the Commission.

11 (2) Continuing education courses shall be taught by a qualified
12 instructor who is experienced in the real estate industry.

13 (d) If feasible, continuing education courses shall be offered at reasonable
14 intervals in each county and in each major geographic area of the larger counties.

15 (e) On completion of a continuing education course by a licensee, the entity
16 that conducted the course or the instructor shall issue to the licensee a certificate of
17 completion that states the number of clock hours of that course.

18 (f) The Commission may waive the requirements of this section for a licensee
19 if the licensee shows good cause for being unable to meet the requirements.

20 SECTION 2. AND BE IT FURTHER ENACTED, That this Act shall apply to:

21 (1) currently licensed real estate brokers, associate real estate brokers,
22 and real estate salespersons; and

23 (2) the license term beginning in 2000.

24 SECTION 3. AND BE IT FURTHER ENACTED, That this Act shall take effect
25 October 1, 1998.