

Department of Legislative Services  
Maryland General Assembly  
2008 Session

FISCAL AND POLICY NOTE

House Bill 566  
Economic Matters

(Delegate McConkey, *et al.*)

Education, Health,  
and Environmental  
Affairs

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Real Estate Salespersons - Qualifications for Licensure - Education  
Requirements

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This bill authorizes instruction provided by remote access satellite, closed-circuit video, computer, home study, or any other approved delivery system to fulfill course requirements for licensure as a real estate salesperson by the State Real Estate Commission.

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Fiscal Summary

**State Effect:** An increase in the number or availability of pre-application courses may require additional review by the commission. Any such increase could be handled with existing resources.

**Local Effect:** None.

**Small Business Effect:** Potential minimal benefit to real estate brokerages and course providers as a result of an increase in the availability of pre-application courses.

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Analysis

**Current Law:** In general, an individual who provides real estate brokerage services for consideration – including selling, buying, exchanging, leasing, or collecting rent for any real estate – must be licensed by the State Real Estate Commission. Among the requirements for licensure, applicants must successfully complete a

commission-approved basic course in real estate, including a course in ethics, and pass an examination given by the commission. Approved basic courses in real estate cannot require more than 60 clock hours of classroom instruction.

**Background:** The Department of Legislative Services' October 2000 sunset review of the State Real Estate Commission recommended that the commission provide alternatives to traditional course instruction for meeting continuing education requirements. Chapter 143 of 2001, which extended the termination date of the commission, included language that required the commission to adopt regulations by January 1, 2003 authorizing continuing education instruction by remote access satellite, closed-circuit video, computer, home study, and any other commission-approved delivery system. These distance learning alternatives are available exclusively for continuing education courses and not currently authorized for pre-application courses.

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### **Additional Information**

**Prior Introductions:** None.

**Cross File:** SB 132 (Senator Simonaire, *et al.*) – Education, Health, and Environmental Affairs.

**Information Source(s):** Department of Labor, Licensing, and Regulation; Department of Legislative Services

**Fiscal Note History:** First Reader - February 5, 2008  
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