

## Chapter 34

(Senate Bill 145)

AN ACT concerning

### State Real Estate Commission – Continuing Education – Documentation

FOR the purpose of requiring that certain continuing education courses approved by the State Real Estate Commission include relevant changes that have occurred in certain court cases and industry trends; authorizing entities conducting certain continuing education courses for real estate licensees, instead of providing a certain certificate of completion to the licensee, to submit course completion information to the State Real Estate Commission and the licensee by electronic means; authorizing the Commission, on or after a certain date, to require entities conducting certain continuing education courses to submit course completion information to the Commission by electronic means; requiring the Commission to submit certain recommendations to certain committees of the General Assembly on or before a certain date; and generally relating to continuing education requirements for real estate licensees and the State Real Estate Commission.

BY repealing and reenacting, with amendments,  
 Article – Business Occupations and Professions  
 Section 17–315  
 Annotated Code of Maryland  
 (2010 Replacement Volume and 2011 Supplement)

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

#### Article – Business Occupations and Professions

17–315.

(a) (1) To qualify for renewal of a license under this subtitle, a licensee shall complete at least 15 clock hours of continuing education instruction, as provided in subsection (b) of this section, during the preceding 2–year term.

(2) Notwithstanding paragraph (1) of this subsection, a licensee shall complete at least 7.5 clock hours of continuing education instruction as provided for in subsection (b) of this section if the licensee:

(i) 1. possesses a graduate degree in law from an accredited law school; or

2. possesses a graduate degree in real estate from an accredited college or university; and

(ii) is not a broker, an associate broker, or a salesperson designated as a branch office manager or team leader.

(3) For a licensee who provides real estate brokerage services solely in connection with nonresidential real estate, of the clock hours required under paragraph (1) of this subsection, 1.5 clock hours may be satisfied by a course regarding fair housing laws and regulations or the federal Americans with Disabilities Act.

(4) A licensee who is required to complete continuing education instruction under paragraph (2) of this subsection shall complete the requirements of subsection (b)(2)(ii) and (v) of this section in alternate licensing periods.

(5) A licensee holding a license from another state must complete at least the number of clock hours of continuing education instruction required under paragraph (1) of this subsection during each 2-year license term and may substitute clock hours of continuing education instruction earned in another state, if those clock hours:

(i) are approved as real estate continuing education in that state; and

(ii) meet the distribution requirements of subsection (b)(2) of this section.

(6) The Commission shall grant the substitution of clock hours in paragraph (5) of this subsection only if the other state permits the substitution of clock hours of continuing education instruction approved by the Commission for a licensee of this State.

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

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

(i) relate to real estate or to a subject matter intended to assist a licensee in providing real estate brokerage services to the public in a more efficient and effective manner, provided that the subject matter is related to helping the public buy or sell real estate;

(ii) every 2 years, include at least one 3 clock hour course that outlines relevant changes that have occurred in federal, State, or local laws and

regulations, COURT CASES AND INDUSTRY TRENDS THAT HAVE AN IMPACT ON THOSE LAWS AND REGULATIONS, or any combination of those laws ~~and~~, regulations, COURT CASES, AND INDUSTRY TRENDS;

(iii) every 2 years, include at least one 1.5 clock hour course that outlines federal, State, and local fair housing laws and regulations, including fair housing advertising;

(iv) every 2 years, include at least one 3 clock hour ethics course that includes the Maryland Code of Ethics and a discussion of the practices of flipping and predatory lending;

(v) every 4 years, include at least one 3 clock hour course that includes the principles of agency and agency disclosure; and

(vi) every 4 years for the renewal of a real estate broker license and the renewal of the license of an individual designated as a branch office manager or a team leader, include at least one 3 clock hour course that includes the requirements of broker supervision.

(3) The requirement of paragraph (2)(iii) of this subsection does not apply to a licensee who provides real estate brokerage services solely in connection with nonresidential real estate.

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

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

- (i) the Maryland Association of Realtors or its member boards;
- (ii) the Real Estate Brokers of Baltimore, Inc.;
- (iii) any similar professional association; or
- (iv) an educational institution approved by the Commission.

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

(3) On or before January 1, 2003, the Commission shall adopt regulations that provide for the conduct of continuing education instruction courses by:

- (i) remote access satellite;
- (ii) closed-circuit video;

(iii) computer, including transmission over the Internet and the World Wide Web;

(iv) home study; and

(v) any other delivery system approved by the Commission.

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

(e) (1) **[On] SUBJECT TO SUBSECTION (F) OF THIS SECTION, ON** completion of a continuing education course by a licensee, the entity that conducted the course or the instructor shall issue to the licensee a certificate of completion that states the number of clock hours of that course.

(2) The Commission shall accept as evidence of completion of a continuing education course the certificate of completion, a photocopy of the certificate, an electronic mail certificate, or a photocopy of an electronic mail certificate.

**(F) (1) INSTEAD OF PROVIDING A CERTIFICATE OF COMPLETION TO THE LICENSEE UNDER SUBSECTION (E) OF THIS SECTION, THE ENTITY THAT CONDUCTED THE COURSE MAY SUBMIT THE COURSE COMPLETION INFORMATION DIRECTLY TO THE COMMISSION AND THE LICENSEE BY ELECTRONIC MEANS.**

**(2) ON OR AFTER JANUARY 1, 2013, THE COMMISSION MAY REQUIRE ALL ENTITIES CONDUCTING CONTINUING EDUCATION COURSES TO SUBMIT COURSE COMPLETION INFORMATION ONLY BY ELECTRONIC MEANS.**

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

**[(g)] (H)** The Commission shall require each course provider to pay a continuing education course application fee of \$25.

**SECTION 2. AND BE IT FURTHER ENACTED, That on or before December 1, 2012, the State Real Estate Commission shall submit recommendations to the Senate Education, Health, and Environmental Affairs Committee and the House Economic Matters Committee, in accordance with § 2-1246 of the State Government Article, regarding:**

**(1) what electronically available information could be collected and tied to the licensee profiles of individuals licensed by the Commission;**

(2) whether various electronically available information collected could be used as an indicator of the advisability of renewal of a license or to provide a real estate marketplace where consumers have better access to information; and

(3) whether and to what extent electronically available information should be made publicly available.

SECTION ~~2~~ 3. AND BE IT FURTHER ENACTED, That this Act shall take effect October 1, 2012.

**Approved by the Governor, April 10, 2012.**