

Department of Legislative Services  
Maryland General Assembly  
2025 Session

FISCAL AND POLICY NOTE  
First Reader

House Bill 972 (Delegate A. Johnson)  
Economic Matters

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**Real Estate Commission - Continuing Education Requirements - Alterations**

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This bill alters several continuing education requirements for the renewal of a license for real estate brokers, associate real estate brokers, and real estate salespersons. Specifically, the bill alters clock hour requirements, course topics, course instructor selection, and course application fees.

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**Fiscal Summary**

**State Effect:** The State Real Estate Commission can implement the bill’s changes with existing resources. Revenues are likely not materially affected.

**Local Effect:** None.

**Small Business Effect:** Minimal.

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**Analysis**

**Bill Summary/Current Law:** Generally, each individual licensed by the State Real Estate Commission as a real estate broker, real estate salesperson, or associate real estate broker must complete 15-clock hours of continuing education every two years in order to qualify for license renewal.

Under current law, for a licensee who provides real estate brokerage services *solely in connection with nonresidential real estate*, of the required clock hours, 1.5 clock hours *may* be satisfied by a course regarding fair housing laws and regulations *or* the federal Americans with Disabilities Act (ADA). Under the bill, 2 clock hours (rather than 1.5) *must* be satisfied by a course regarding the ADA. Consequently, licensees engaged in

*nonresidential* real estate activities are not subject to the fair housing course requirement but are expressly subject to the ADA requirement.

Under current law, the commission must approve the form, substance, and subject matter of all continuing education courses. However, every two years, a licensee must complete (among several other specified requirements) at least:

- a 1.5-clock hour (*2-clock hour under the bill*) course that outlines federal, State, and local fair housing laws and regulations, including fair housing advertising;
- a 3-clock hour ethics course that includes a discussion of (1) the Maryland Code of Ethics; (2) the practice of flipping (*repealed under the bill*); (3) fraudulent real estate practices; and (4) professionalism as it relates to the Maryland Code of Ethics, including conflict resolution and a licensee's duty to respect the public, peers, and property; and
- for a real estate broker and a licensee designated as a branch office manager or a team leader, a 3-clock hour (*1.5-clock hour under the bill*) course on the requirements of broker supervision.

Under current law, continuing education courses may be conducted by (1) the Maryland Association of Realtors or its member boards; (2) the Real Estate Brokers of Baltimore, Inc.; (3) any similar professional association; or (4) an educational institution approved by the commission. Continuing education courses must be taught by a qualified instructor who is experienced in the real estate industry. *The bill* specifies that the instructor must be selected by the course provider.

Under current law, the commission must require each course provider to pay a continuing education course application fee of \$25. *Under the bill*, the specified fee amount is repealed; instead, the commission must set the course application fee (*i.e.*, through regulation). The commission advises that it does not plan to change the fee from its current level.

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### **Additional Information**

**Recent Prior Introductions:** Similar legislation has not been introduced within the last three years.

**Designated Cross File:** SB 680 (Senator Carozza) - Education, Energy, and the Environment.

**Information Source(s):** Maryland Department of Labor; Department of Legislative Services

**Fiscal Note History:** First Reader - February 17, 2025  
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