

SB 443.Updated testimony

Uploaded by: Benjamin Brooks

Position: FAV

BENJAMIN BROOKS
Legislative District 10
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Education, Energy, and the
Environment Committee



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TESTIMONY IN SUPPORT OF SB443
Real Estate Brokers, Salespersons and Associate Brokers –
Continuing Education Courses - Alterations

Education, Energy and the Environment Committee
February 21, 2023

Chair Feldman, Vice-Chair Kagan, and Members of the Committee,

Thank you for the opportunity to testify before you on SB443, Real Estate Brokers, Salespersons, and Associate Brokers – Continuing Education Courses -Alterations. The purpose of this bill is to establish a separate continuing education requirement for a real estate broker, real estate salesperson, or associate real estate broker licensee who has been issued an initial license by the State Real Estate Commission.

All real estate licensees must take a 60-hour pre-licensing course and pass a state exam in order receive a real estate license. Once they have a real estate license, they are required to take continuing education classes to be eligible to renew their license every two years.

SB443 creates a more practical continuing education requirement for new real estate licensees during their first licensing period. After that, the licensees would take the same licensing classes as the rest of the licensee base.

After taking 60 hours of pre-licensing exams and passing tests on national and state content, many new licensees have never been exposed to or had the opportunity to read a real-estate contract, or experience making an escrow account deposit. The new requirement will provide an opportunity to further educate new licensees on the contract, advertising rules, handling of escrow money, landlord tenant law, financing and the myriad of issues that arise when clients are looking at property.

For these reasons I am requesting a favorable report on SB614.

With kindest regards,

Benjamin T. Brooks

Benjamin Brooks

SB 443_CE_realtors_fav.pdf

Uploaded by: Lisa May

Position: FAV



Senate Bill 443 – Real Estate Brokers, Salesperson, and Associate Brokers – Continuing Education Courses -- Alterations

Position: Favorable

The Maryland REALTORS® represents over 30,000 real estate licensees statewide and strongly supports SB 443 which creates a more practical continuing education (CE) requirement for new real estate licensees.

Under current law, all real estate licensees are required to take 15-hours of CE every two years. Current CE courses cover some mandated topics and certain licensees -- like brokers and real estate team leaders – must take specific courses within the 15 hours that are different than the other licensees. SB 443 would seek to create another category of C.E. classes for one specific set of licensees.

Why? After taking 90 hours of pre-licensing exams and passing tests on national and state content, many new licensees have never read the current real estate contract used in Maryland, deposited an escrow payment on behalf of a client, or placed an advertisement for their services. Like an attorney who passes the bar but doesn't know how to file a motion in court, these new real estate licensees need direction on real estate practice.

Many firms have mentorship programs and these CE requirements will not prohibit those programs but will ensure that all licensees receive some level of practical instruction in how to conduct real estate and serve their clients.

Specifically, the bill lays out several areas of instruction for new licensees, such as:

- Advertising requirements
- Handling of escrow funds
- Landlord and tenant law
- Contract writing, contingencies, and regional contract differences
- Financing

Although the new content will replace some content currently required for all licensees, these new agents will have just completed a 90-hour course covering those items and more.

The REALTORS® believe giving new agents more practical knowledge will help them in their representation of buyers, sellers, renters, and landlords, and we encourage a favorable report.

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

MBIA Letter of Support SB 443.pdf

Uploaded by: Lori Graf

Position: FAV

February 20, 2023

The Honorable Brian Feldman
Senate Education, Energy & the Environment Committee
Miller Senate Office Building,
2 West Wing 11 Bladen St.,
Annapolis, MD, 21401

RE: Support of SB 0443 Real Estate Brokers, Salespersons, and Associate Brokers – Continuing Education Courses – Alterations

Dear Chairman Feldman:

The Maryland Building Industry Association, representing 100,000 employees statewide, appreciates the opportunity to participate in the discussion surrounding **SB 0443 Real Estate Brokers, Salespersons, and Associate Brokers – Continuing Education Courses – Alterations**. MBIA supports the Act in its current version.

This bill alters the requirements for the subject matter of continuing education courses for licensees issued an initial license by the Real Estate Commission. MBIA supports this measure and stresses the importance of education in our industry. Requiring people to take vital real estate courses will keep everyone educated on important processes and will allow for smoother business dealings across our state.

For these reasons, MBIA respectfully requests the Committee give this measure a **Favorable** report. Thank you for your consideration.

For more information about this position, please contact Lori Graf at 410-800-7327 or lgraf@marylandbuilders.org.

cc: Members of the Senate Education, Energy & the Environment Committee