

# SENATE BILL 350

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0lr1829  
CF 0lr3043

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By: **Senators Patterson, Carozza, Gallion, Lam, and Pinsky**

Introduced and read first time: January 23, 2020

Assigned to: Education, Health, and Environmental Affairs

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## A BILL ENTITLED

1 AN ACT concerning

2 **State Real Estate Commission – Continuing Education Requirements – Ethics**  
3 **and Professionalism**

4 FOR the purpose of altering the subject matter of the continuing education ethics course  
5 required for the renewal of a certain license by the State Real Estate Commission to  
6 include fraudulent real estate practices and professionalism; and generally relating  
7 to continuing education and real estate brokers and salespersons.

8 BY repealing and reenacting, without amendments,  
9 Article – Business Occupations and Professions  
10 Section 17–315(a)(1)  
11 Annotated Code of Maryland  
12 (2018 Replacement Volume and 2019 Supplement)

13 BY repealing and reenacting, with amendments,  
14 Article – Business Occupations and Professions  
15 Section 17–315(b)  
16 Annotated Code of Maryland  
17 (2018 Replacement Volume and 2019 Supplement)

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

20 **Article – Business Occupations and Professions**

21 17–315.

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

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EXPLANATION: CAPITALS INDICATE MATTER ADDED TO EXISTING LAW.

[Brackets] indicate matter deleted from existing law.



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

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

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

8 (ii) every 2 years, include at least one 3 clock hour course that  
9 outlines relevant changes that have occurred in federal, State, or local laws and  
10 regulations, court cases and industry trends that have an impact on those laws and  
11 regulations, or any combination of those laws, regulations, court cases, and industry trends;

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

15 (iv) every 2 years, include at least one 3 clock hour ethics course that  
16 includes **A DISCUSSION OF:**

17 1. the Maryland Code of Ethics [and a discussion of the  
18 practices];

19 2. **THE PRACTICE** of flipping [and predatory lending];

20 3. **FRAUDULENT REAL ESTATE PRACTICES; AND**

21 4. **PROFESSIONALISM, INCLUDING A DISCUSSION**  
22 **RELATING TO CONFLICT RESOLUTION AND A LICENSEE'S DUTY TO RESPECT THE**  
23 **PUBLIC, PEERS, AND PROPERTY;**

24 (v) every 2 years, include at least one 3 clock hour course that  
25 includes the principles of real estate brokerage relationships and disclosures; and

26 (vi) every 2 years for the renewal of a real estate broker license and  
27 the renewal of the license of an individual designated as a branch office manager or a team  
28 leader, include at least one 3 clock hour course that includes the requirements of broker  
29 supervision.

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

33 (4) To be acceptable for credit as a continuing education course under this

1 section, the course shall cover 1 or more topics approved by the Commission.

2 SECTION 2. AND BE IT FURTHER ENACTED, That this Act shall take effect  
3 October 1, 2020.