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COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF STATE  
BUREAU OF PROFESSIONAL AND OCCUPATIONAL AFFAIRS

**F I N A L M I N U T E S**

MEETING OF:

**STATE REAL ESTATE COMMISSION**

TIME: 11:01 A.M.

Held at

**PENNSYLVANIA DEPARTMENT OF STATE**

2525 North 7th Street

CoPA HUB, Eaton Conference Room

Harrisburg, Pennsylvania 17110

as well as

**VIA MICROSOFT TEAMS**

August 20, 2024

State Real Estate Commission  
August 20, 2024

COMMISSION MEMBERS:

Gaetano P. Piccirilli, Esquire, Chair, Public Member  
Kyle Sampson, Vice Chair, Public Member  
Annie Hanna Cestra, Secretary, Industry Member  
Joseph Tarantino, Industry Member  
Jeffrey J. Johnson, Industry Member  
Anne M. Rubin, Industry Member - Absent  
Guy Saxton, Cemetery Member  
Jennifer Thomson, Esquire, Attorney General designee  
Arion R. Claggett, Acting Commissioner, Bureau of Professional and Occupational Affairs

COMMISSION PERSONNEL:

Dean F. Picarella, Esquire, Commission Counsel  
Jason Giurintano, Deputy Chief Counsel, Counsel Division, Department of State  
Ray J. Michalowski, Esquire, Senior Commission Prosecutor  
Carlton Smith, Deputy Chief Counsel, Prosecution Division  
Nathan C. Giunta, Esquire, Commission Prosecutor  
Tyesha C. Miley, Esquire, Commission Prosecutor  
Ashley P. Murphy, Esquire, Commission Prosecutor  
Angela L. Solomon, Esquire, Commission Prosecutor  
Caroline A. Bailey, Esquire, Commission Prosecutor  
Deon Bowers, Commission Administrator  
Laura Thompson, Clerical Assistant 2  
Marc Farrell, Esquire, Regulatory Counsel, Office of Chief Counsel, Department of State  
Andrew LaFratte, MPA, Deputy Policy Director, Department of State  
Richard E. Morrisette, Deputy Director, Bureau of Enforcement and Investigation, Department of State  
Jessica Zukoski, Senior Legal Analyst, Department of State

ALSO PRESENT:

Francesca Tracy, Compliance Analyst, The CE Shop  
Janis Benstock, Janis Benstock Real Estate Academy

State Real Estate Commission  
August 20, 2024

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ALSO PRESENT: (cont.)

- Della Csehoski, Cambria Somerset Association of Realtors
- Tracy Matroni, Education & Member Services at Lancaster County Association of Realtors/Keystone Chapter of the Appraisal Institute
- Anne-Marie Click, Brunswick County Association of Realtors
- Lisa Ginsburg, Director of Education, Bucks County Real Estate Institute
- Nicole Murray, RCE, Association Executive, Pocono Mountains Association of Realtors
- Lisa Aaron, Professional Standards & Education Manager, Pennsylvania Association of Realtors
- Michael McGee, CAE, RCE, Chief Executive Officer, Pennsylvania Association of Realtors
- Lisa F.
- Lauren Gusherowski, Sargent's Court Reporting Service, Inc.

1 \*\*\*

2 State Real Estate Commission

3 August 20, 2024

4 \*\*\*

5 [Pursuant to Section 708(a)(5) of the Sunshine Act,  
6 at 9:00 a.m. the Commission entered into Executive  
7 Session with Dean F. Picarella, Esquire, Commission  
8 Counsel, for the purpose of conducting quasi-judicial  
9 deliberations on matters currently pending before the  
10 Commission that are listed on the agenda. The  
11 Commission returned to open session at 11:00 a.m.]

12 \*\*\*

13 The regularly scheduled meeting of the State Real  
14 Estate Commission was held on Tuesday, August 20,  
15 2024. Gaetano P. Piccirilli, Esquire, Chair, Public  
16 Member, officially called the meeting to order at  
17 11:01 a.m.

18 \*\*\*

19 [Dean F. Picarella, Esquire, Commission Counsel,  
20 informed everyone that the meeting was being  
21 recorded, and voluntary participation constituted  
22 consent to be recorded.

23 Mr. Picarella also noted the Commission entered  
24 into Executive Session for the purpose of conducting  
25 quasi-judicial deliberations on a number of matters

1 currently pending before the Commission and to  
2 receive the advice of counsel.]

3

4 Roll Call

5 [Gaetano P. Piccirilli, Esquire, Chair, Public  
6 Member, requested a roll call of Commission members.  
7 A quorum was present.]

8

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9 Introduction of Attendees

10 [Deon Bowers, Commission Administrator, provided an  
11 introduction of attendees.

12 Jason Giurintano, Deputy Chief Counsel, Counsel  
13 Division, Department of State, introduced himself and  
14 provided a brief summary of his professional  
15 background.]

16

\*\*\*

17 Pledge of Allegiance

18 [The Pledge of Allegiance was recited.]

19

\*\*\*

20 Approval of minutes of the July 10, 2024 meeting

21 CHAIR PICCIRILLI:

22 We'll turn to the draft minutes from  
23 the July 10, 2024 meeting.

24 Is there a motion to approve those  
25 minutes?

1 MR. TARANTINO:

2 So moved.

3 CHAIR PICCIRILLI:

4 Is there a second?

5 MR. SAMPSON:

6 Second.

7 CHAIR PICCIRILLI:

8 Any discussion on the motion? Ms.

9 Bowers, do the roll call, please.

10

11 Gaetano Piccirilli, abstain; Kyle

12 Sampson, aye; Annie Hanna Cestra, aye;

13 Joseph Tarantino, aye; Jeffrey Johnson,

14 aye; Guy Saxton, abstain; Jennifer

15 Thomson, aye; Arion Claggett, aye.

16 [The motion carried. Gaetano Piccirilli and Guy

17 Saxton abstained from voting on the motion.]

18

\*\*\*

19 Report of Prosecutorial Division

20 [Caroline A. Bailey, Esquire, Commission Prosecutor,

21 on behalf of Timothy A. Fritsch, presented the

22 Consent Agreement for Case Nos. 21-56-016591 & 21-56-

23 016600.]

24

\*\*\*

25 [Caroline A. Bailey, Esquire, Commission Prosecutor,

1 presented the Consent Agreement for Case Nos. 23-56-  
2 012183 & 24-56-002667.]

3

\*\*\*

4 [Nathan C. Giunta, Esquire, Commission Prosecutor,  
5 presented the Consent Agreement for Case No. 22-56-  
6 001290.]

7 MR. PICARELLA:

8 After hearing the report of  
9 prosecution, does any member of the  
10 Commission wish to go back into  
11 Executive Session for any reason.  
12 Hearing none.

13 Based upon discussions in Executive  
14 Session, I believe the Commission Chair  
15 would entertain a motion to approve the  
16 Consent Agreements at item 2 on the  
17 agenda, Case Nos. 21-56-016591 & 21-56-  
18 016600; item 3 on the agenda, Case No.  
19 22-56-001290; and item 4 on the agenda,  
20 Case Nos. 23-56-012183 & 24-56-002667.

21 Do we have the motion?

22 MR. TARANTINO:

23 So moved.

24 MR. SAMPSON:

25 Second.

1 CHAIR PICCIRILLI:

2 Roll call.

3

4 Gaetano Piccirilli, aye; Kyle Sampson,  
5 aye; Annie Hanna Cestra, aye; Joseph  
6 Tarantino, aye; Jeffrey Johnson, aye;  
7 Guy Saxton, aye; Jennifer Thomson, aye;  
8 Arion Claggett, aye.

9 [The motion carried unanimously. The Respondents'  
10 names at item 2, Case Nos. 21-56-016591 & 21-56-  
11 016600, are Sarah Hall & SHall, LLC d/b/a/ Stiletto  
12 Property Management; item 3, Case No. 22-56-001290,  
13 Fred Glick; and item 4, Case Nos. 23-56-012183 & 24-  
14 56-002667, Bedford Olde Towne Realty LLC & F.  
15 Bradford Adams.]

16

\*\*\*

17 Report of Commission Counsel - Proposed Adjudication  
18 and Order

19 MR. PICARELLA:

20 Item 5 on the agenda is a Proposed  
21 Adjudication and Order in the matter of  
22 Nicole Huber & Mitchell K. Ross, Case  
23 Nos. 22-56-012975 & 22-56-016656.

24 Based upon discussions in Executive  
25 Session, I believe the Chair would



1                   entertain a motion to adopt the hearing  
2                   examiner's Proposed Adjudication and  
3                   Order in this matter and direct counsel  
4                   to prepare the Commission's Final  
5                   Order.

6 CHAIR PICCIRILLI:

7                   Is there such a motion?

8 MR. TARANTINO:

9                   So moved.

10 MR. SAMPSON:

11                   Second.

12 CHAIR PICCIRILLI:

13                   Roll call vote.

14  
15                   Gaetano Piccirilli, aye; Kyle Sampson,  
16                   aye; Annie Hanna Cestra, aye; Joseph  
17                   Tarantino, aye; Jeffrey Johnson, aye;  
18                   Guy Saxton, aye; Jennifer Thomson, aye;  
19                   Arion Claggett, aye.

20 [The motion carried unanimously.]

21                   \*\*\*

22 Report of Commission Counsel - Final Adjudications  
23                   and Orders

24 MR. PICARELLA:

25                   Item 6 on the agenda is the Final

1 Adjudication and Order in the matter of  
2 Branly D. Morel aka Brandly Morel, Case  
3 No. 23-56-001671.

4 Based upon discussions in Executive  
5 Session, I believe the Commission Chair  
6 would entertain a motion to approve the  
7 Final Adjudication and Order in this  
8 matter and direct counsel to issue it  
9 as the Final Order of the Commission.

10 CHAIR PICCIRILLI:

11 Is there such a motion?

12 MR. TARANTINO:

13 So moved.

14 MR. SAMPSON:

15 Second.

16 CHAIR PICCIRILLI:

17 Roll call.

18  
19 Gaetano Piccirilli, aye; Kyle Sampson,  
20 aye; Annie Hanna Cestra, aye; Joseph  
21 Tarantino, aye; Jeffrey Johnson, aye;  
22 Guy Saxton, aye; Jennifer Thomson, aye;  
23 Arion Claggett, aye.

24 [The motion carried unanimously.]

25 \*\*\*

1 MR. PICARELLA:

2 Item 7 on the agenda is Paul A. James,  
3 Case No. 21-56-017516.

4 Based upon discussions in Executive  
5 Session, I believe the Commission Chair  
6 would entertain a motion to approve the  
7 Final Adjudication and Order in this  
8 matter and direct counsel to issue it  
9 as the Final Order of the Commission.

10 MR. TARANTINO:

11 So moved.

12 CHAIR PICCIRILLI:

13 Is there a second?

14 MR. SAMPSON:

15 Second.

16 CHAIR PICCIRILLI:

17 Roll call vote.

18  
19 Gaetano Piccirilli, aye; Kyle Sampson,  
20 aye; Annie Hanna Cestra, aye; Joseph  
21 Tarantino, aye; Jeffrey Johnson, aye;  
22 Guy Saxton, aye; Jennifer Thomson, aye;  
23 Arion Claggett, aye.

24 [The motion carried unanimously.]

25 \*\*\*

1 MR. PICARELLA:

2 Item 8 on the agenda is Alexander  
3 Brunelle, Case No. 24-56-008935.

4 Based upon discussions in Executive  
5 Session, I believe the Chair would  
6 entertain a motion to approve the Final  
7 Adjudication and Order in this matter  
8 and direct counsel to issue it as the  
9 Final Order of the Commission.

10 CHAIR PICCIRILLI:

11 Is there a motion?

12 MR. TARANTINO:

13 So moved.

14 MR. SAMPSON:

15 Second.

16 CHAIR PICCIRILLI:

17 Roll call vote.

18  
19 Gaetano Piccirilli, aye; Kyle Sampson,  
20 aye; Annie Hanna Cestra, aye; Joseph  
21 Tarantino, aye; Jeffrey Johnson, aye;  
22 Guy Saxton, aye; Jennifer Thomson, aye;  
23 Arion Claggett, aye.

24 [The motion carried unanimously.]

25

\*\*\*

1 Report of Commission Counsel - Motion

2 MR. PICARELLA:

3 Item 9 on the agenda is Saleem Boyd  
4 Purefoey, Case No. 23-56-014700.

5 Based upon discussions in Executive  
6 Session, I believe the Commission Chair  
7 would entertain a motion to grant the  
8 Commonwealth's Motion to Deem Facts  
9 Admitted and direct Commission counsel  
10 to draft the Final Adjudication and  
11 Order in accordance with discussions in  
12 Executive Session.

13 MR. TARANTINO:

14 So moved.

15 CHAIR PICCIRILLI:

16 Second?

17 MR. JOHNSON:

18 Second.

19 CHAIR PICCIRILLI:

20 Let's do a roll call vote.

21

22 Gaetano Piccirilli, aye; Kyle Sampson,  
23 aye; Annie Hanna Cestra, aye; Joseph  
24 Tarantino, aye; Jeffrey Johnson, aye;  
25 Guy Saxton, aye; Jennifer Thomson, aye;

1 Arion Claggett, aye.

2 [The motion carried unanimously.]

3 \*\*\*

4 Report of Commission Counsel - Regulatory Report

5 [Marc Farrell, Esquire, Regulatory Counsel, Office of  
6 Chief Counsel, Department of State, referred to 16A-  
7 5616 regarding the general revisions package and  
8 asked whether Commission members had any feedback on  
9 the annex.]

10 Mr. Picarella asked whether the Commission wanted  
11 to schedule a meeting with their Regulatory Committee  
12 for a review of the annex, and Commission members  
13 agreed. He informed Mr. Farrell that the Commission  
14 would look into setting up a separate meeting and  
15 getting that sunshined.

16 Mr. Farrell noted that the 46-page annex would be  
17 distributed to Commission members if it had not been  
18 provided.]

19 \*\*\*

20 Report of Commission Counsel - Other

21 [Dean F. Picarella, Esquire, Commission Counsel,  
22 noted the Commission tabled item 10 on the agenda,  
23 Marilyn Melasecca, Case No. 23-56-012836, to allow  
24 counsel to get additional information from the  
25 respondent.]

1 \*\*\*

2 Report of Commission Chairperson

3 [Gaetano P. Piccirilli, Esquire, Chair, Public  
4 Member, thanked everyone, particularly Mr. Sampson  
5 for chairing the last meeting or two. He noted  
6 looking forward to seeing each other at Temple  
7 University Center City in Philadelphia.]

8 \*\*\*

9 Report of Acting Commissioner

10 [Arion R. Claggett, Acting Commissioner, Bureau of  
11 Professional and Occupational Affairs, informed  
12 Commission members that all of the board websites  
13 were recently updated and encouraged everyone to  
14 check out their new website.]

15 \*\*\*

16 Report of Commission Administrator - No Report

17 \*\*\*

18 Report of Committees - Education/Examination  
19 Committee

20 MR. PICARELLA:

21 Item 11 on the agenda is the  
22 Application for the continuing  
23 education course called Fair Housing  
24 for Agents and Brokers.

25 Based upon discussions in Executive

1                   Session, I believe the Commission Chair  
2                   would entertain a motion to approve the  
3                   Application for approval of real estate  
4                   education provider and instructor  
5                   course of Janis Benstock Real Estate  
6                   Academy, entitled Fair Housing for  
7                   Agents and Brokers.

8 MS. CESTRA:

9                   So moved.

10 MR. JOHNSON:

11                   Second.

12 CHAIR PICCIRILLI:

13                   Roll call.

14  
15                   Gaetano Piccirilli, aye; Kyle Sampson,  
16                   aye; Annie Hanna Cestra, aye; Joseph  
17                   Tarantino, aye; Jeffrey Johnson, aye;  
18                   Guy Saxton, aye; Jennifer Thomson, aye;  
19                   Arion Claggett, aye.

20 [The motion carried unanimously.]

21   \*\*\*

22 MR. PICARELLA:

23                   Item 12 on the agenda is the CE Course  
24                   Upholding Fair Housing Laws.

25   Based upon discussion in Executive



1                   Session, I believe the Commission Chair  
2                   would entertain a motion to approve the  
3                   Application for approval of The CE  
4                   Shop's Application for approval as a  
5                   real estate education provider for the  
6                   distance education course Upholding  
7                   Fair Housing Laws.

8 MS. CESTRA:

9                   So moved.

10 MR. JOHNSON:

11                   Second.

12 CHAIR PICCIRILLI:

13                   Roll call vote, please.

14  
15                   Gaetano Piccirilli, aye; Kyle Sampson,  
16                   aye; Annie Hanna Cestra, aye; Joseph  
17                   Tarantino, aye; Jeffrey Johnson, aye;  
18                   Guy Saxton, aye; Jennifer Thomson, aye;  
19                   Arion Claggett, aye.

20 [The motion carried unanimously.]

21   \*\*\*

22 MR. PICARELLA:

23                   Item 13 on the agenda is the CE Course  
24                   on Fair Housing Refresher.

25   Based upon discussion in Executive

1                   Session, I believe the Commission Chair  
2                   would entertain a motion to approve the  
3                   Application for approval of real estate  
4                   education provider, instructor, and  
5                   course of Polley Associates, entitled  
6                   Fair Housing Refresher.

7 CHAIR PICCIRILLI:

8                   Is there a motion?

9 MS. CESTRA:

10                   So moved.

11 MR. JOHNSON:

12                   Second.

13 CHAIR PICCIRILLI:

14                   Roll call vote, please.

15  
16                   Gaetano Piccirilli, aye; Kyle Sampson,  
17                   aye; Annie Hanna Cestra, aye; Joseph  
18                   Tarantino, aye; Jeffrey Johnson, aye;  
19                   Guy Saxton, aye; Jennifer Thomson, aye;  
20                   Arion Claggett, aye.

21 [The motion carried unanimously.]

22   \*\*\*

23 MR. PICARELLA:

24                   Item 14 on the agenda is the Broker  
25                   Examination of Eric Joseph Hopkins.

1 I believe, based upon discussions  
2 in Executive Session, the Commission  
3 Chair would entertain a motion to  
4 approve the Application of Eric Joseph  
5 Hopkins to Sit for the Broker Sole-  
6 Proprietorship Licensure by  
7 Examination.

8 CHAIR PICCIRILLI:

9 Is there a motion?

10 MS. CESTRA:

11 So moved.

12 CHAIR PICCIRILLI:

13 Is there a second?

14 MR. SAXTON:

15 Second.

16 CHAIR PICCIRILLI:

17 Roll call vote.

18  
19 Gaetano Piccirilli, aye; Kyle Sampson,  
20 aye; Annie Hanna Cestra, aye; Joseph  
21 Tarantino, aye; Jeffrey Johnson, aye;  
22 Guy Saxton, aye; Jennifer Thomson, aye;  
23 Arion Claggett, aye.

24 [The motion carried unanimously.]

25 \*\*\*

1 Report of Committees - Enforcement Committee -  
2 Application Review

3 MR. PICARELLA:

4 The first one is the Application Review  
5 of Philip Correa at item 15 on the  
6 agenda.

7 Based upon discussions in Executive  
8 Session, I believe the Commission Chair  
9 would entertain a motion to  
10 provisionally deny the Application of  
11 Philip Correa for licensure as a  
12 timeshare salesperson and direct  
13 Commission counsel to draft  
14 correspondence to the Applicant in  
15 accordance with discussions in  
16 Executive Session.

17 MR. TARANTINO:

18 So moved.

19 MR. SAMPSON:

20 Second.

21 CHAIR PICCIRILLI:

22 Roll call vote, please.

23

24 Gaetano Piccirilli, aye; Kyle Sampson,  
25 aye; Annie Hanna Cestra, aye; Joseph

1 Tarantino, aye; Jeffrey Johnson, aye;  
2 Guy Saxton, aye; Jennifer Thomson, aye;  
3 Arion Claggett, nay.

4 [The motion carried. Arion Claggett opposed the  
5 motion.]

6 \*\*\*  
7 Report of Committees - Enforcement Committee -  
8 Informal Conferences

9 MR. PICARELLA:

10 Item 16 on the agenda is the Informal  
11 Conference of Chase Witten.

12 Based upon discussions in Executive  
13 Session, I believe the Commission Chair  
14 would entertain a motion to  
15 provisionally deny the Application of  
16 Chase Witten to Sit for the Real Estate  
17 Salesperson Examination and direct  
18 counsel to draft a letter to the  
19 Applicant in accordance with  
20 discussions in Executive Session.

21 MR. TARANTINO:

22 So moved.

23 MR. SAMPSON:

24 Second.

25 CHAIR PICCIRILLI:

1 Roll call vote.

2

3 Gaetano Piccirilli, aye; Kyle Sampson,  
4 aye; Annie Hanna Cestra, aye; Joseph  
5 Tarantino, aye; Jeffrey Johnson, aye;  
6 Guy Saxton, aye; Jennifer Thomson, aye;  
7 Arion Claggett, nay.

8 [The motion carried. Arion Claggett opposed the  
9 motion.]

10

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11 Public Comment

12 [Michael McGee, CAE, Chief Executive Officer,  
13 Pennsylvania Association of Realtors, informed  
14 Commission members that the Pennsylvania Association  
15 of Realtors (PAR) has received several calls from  
16 members who are requesting continuing education  
17 transcripts. He stated a staff member reached out to  
18 the Commission and learned that the annual audit had  
19 not yet started.

20 Mr. McGee requested the Commission provide PAR  
21 with an overview of the audit plans and when to  
22 expect the audit to begin so that the information  
23 could be communicated to their local associations and  
24 members.

25 Mr. McGee thanked Acting Commissioner Claggett

1 for the fast response in providing the renewal  
2 information he requested at the last meeting.

3 Mr. McGee addressed updates concerning changes in  
4 the industry. He referred to prior discussion  
5 regarding the National Association of Realtors  
6 settlement agreement and practice changes that needed  
7 to be in place by August 17, 2024. He reported the  
8 primary settlement changes, including offers of  
9 compensation are prohibited on the multiple listing  
10 service (MLS) and agents working with the buyer must  
11 enter into a written agreement before touring a home.

12 Mr. McGee believed there may be some consumers  
13 who will reach out to the Commission and/or PAR with  
14 questions about signing an agreement with an agent  
15 before touring a home because they may not be  
16 accustomed to the change. He mentioned that PAR has  
17 hosted several webinars for both brokers and agents  
18 explaining the updates made to their standard forms  
19 reflecting the changes to help prepare their members.

20 Mr. McGee stated PAR also partnered with 18 of  
21 their local associations to launch a consumer  
22 outreach campaign to educate consumers about changes  
23 they will find if they are entering the home-buying  
24 market. He noted the importance of ensuring that  
25 both their members and consumers understand the

1 changes affecting the industry.

2 Lisa Aaron, Professional Standards & Education  
3 Manager, Pennsylvania Association of Realtors, stated  
4 all of the courses approved on the agenda fall under  
5 the new required topic in the next CE cycle for fair  
6 housing. She asked whether all of the courses under  
7 the required topic in the next cycle that ends in  
8 2026 for fair housing and agency representation need  
9 to go before the education committee for approval or  
10 are they going to be taken on a one-by-one basis.

11 Ms. Aaron also asked, if courses were submitted  
12 prior to last month's final decision by the Real  
13 Estate Education Committee to make those topics  
14 required, can courses that were submitted under fair  
15 housing and agency representation be grandfathered or  
16 do they need to be resubmitted to meet the required  
17 topic because they would normally be marked as  
18 elective on the application.

19 Ms. Cestra explained that the application has a  
20 particular area that is checked off if it is  
21 something that is required CE, so they would have to  
22 resubmit those to be considered for the mandatory  
23 requirement. She also noted that all of the  
24 applications for CE under the mandatory requirement  
25 will not be coming to the Commission for a vote. She





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## CERTIFICATE

I hereby certify that the foregoing summary minutes of the State Real Estate Commission meeting, was reduced to writing by me or under my supervision, and that the minutes accurately summarize the substance of the State Real Estate Commission meeting.



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Lauren Gusherowski,  
Minute Clerk  
Sargent's Court Reporting  
Service, Inc.

STATE REAL ESTATE COMMISSION  
REFERENCE INDEX

August 20, 2024

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TIME	AGENDA
9:00	Executive Session
11:00	Return to Open Session
11:01	Official Call to Order
11:02	Roll Call
11:02	Introduction of Attendees
11:04	Pledge of Allegiance
11:05	Approval of Minutes
11:06	Report of Prosecutorial Division
11:15	Report of Commission Counsel
11:27	Report of Commission Chair
11:27	Report of Acting Commissioner
11:28	Report of Committees
11:35	Public Comment
11:39	Miscellaneous
11:40	Adjournment