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2 COMMONWEALTH OF PENNSYLVANIA

3

DEPARTMENT OF STATE

4

BUREAU OF PROFESSIONAL AND OCCUPATIONAL AFFAIRS

5

6

FINAL MINUTES

7

8

MEETING OF:

9

10

STATE REAL ESTATE COMMISSION

11

12

TIME: 10:30 A.M.

13

14

Held at

15

PENNSYLVANIA DEPARTMENT OF STATE

16

2525 North 7th Street

17

CoPA HUB, Eaton Conference Room

18

Harrisburg, Pennsylvania 17110

19

as well as

20

VIA MICROSOFT TEAMS

21

22

November 12, 2025

23

24

25

Pennsylvania Association of Realtors
State Real Estate Commission
November 12, 2025

COMMISSION MEMBERS:

8 Kyle Sampson, Chair, Public Member
9 Annie Hanna Cestra, Vice Chair, Industry Member
10 Guy Saxton, Secretary, Cemetery Member
11 Joseph Tarantino, Industry Member
12 Jeffrey J. Johnson, Industry Member - Absent
13 Anne M. Rubin, Industry Member
14 Armand N. Ferrara Jr., Industry Member
15 Jennifer Thomson, Esquire - Attorney General Designee
16 Arion R. Claggett, Acting Commissioner, Bureau of
17 Professional and Occupational Affairs

20 COMMISSION PERSONNEL:

22 Dean F. Picarella, Esquire, Commission Counsel
23 Timothy Fritsch, Esquire, Commission Prosecution
24 Liaison
25 Raymond J. Michalowski, Esquire, Senior Commission
26 Prosecutor
27 Deon Bowers, Commission Administrator
28 Mark Farrell, Esquire, Regulatory Counsel, Office
29 Chief Counsel, Department of State
30 Willow Marsh, Legislative Aide, PA Department of
31 State
32 Jessica Zukoski, Senior Legal Analyst, Department of
33 State
34 Ethan Siegal, Law Clerk, Department of State
35 Nathan Giunta, Department of State
36 Jason Giurintano, Esquire, Department of State

39 ALSO PRESENT:

41 Francesca Tracy, Compliance Analyst, CE Shop
42 Tracy Matroni, Education & Member Services, Lancaster
43 County Association of Realtors
44 Hank Lerner, Pennsylvania Association of Realtors
45 Lisa Ginsburg, Bucks County Association of Realtors
46 Lisa Aaron, Pennsylvania Association of Realtors
47 Marcus Huertas, Pennsylvania Association of Realtors
48 Christopher Herbst, Business Development Manager,
49 Pearson Vue

1 ALSO PRESENT (Cont'd.)

2
3 Christina Valero, Regional Director, Managing Broker,
4 LPT Realty
5 Moelyk Lomax, Keller Williams Realty
6 Scott
7 Ryan Berridge
8 A.M. Allen
9 Barbara Maloney
10 Lisa F.
11 Allison Walker, Sargent's Court Reporting Service,
12 Inc.

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State Real Estate Commission

3

November 12, 2025

4

5 [Pursuant to Section 708(a)(5) of the Sunshine Act, at
6 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 a number of matters currently pending
10 before the Commission and to receive advice of
11 counsel. The Commission returned to open session at
12 10:00 a.m.]

13

14 The regularly scheduled meeting of the State Real
15 Estate Commission was held on Wednesday, November 12,
16 2025. Kyle Sampson, Chair, Public Member, officially
17 called the meeting to order at 10:30 a.m.

18

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

23

24

25

Mr. Picarella noted the Commission at 9:00 a.m.

entered into Executive Session for the purpose of

conducting quasi-judicial deliberations on a number of

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

* * *

4 | Roll Call

5 [Deon Bowers, Commission Administrator, provided a
6 roll call of Commission members. A quorum of
7 Commission members was present.]

* * *

9 Pledge of Allegiance

10 [The Pledge of Allegiance was recited.]

11 * * *

12 Approval of Minutes of the October 1, 2025 meeting

13 CHAIR SAMPSON:

16 Is there a motion?

17 MR. TARANTINO:

18 Motion to approve.

19 CHAIR SAMPSON:

20 Is there a second on the motion?

21 | COMMISSIONER CLAGGETT:

22 Claggett seconds.

23

1 Tarantino, aye; Anne Rubin, aye; Armand
2 N. Ferrara, abstain; Jennifer Thomson,
3 aye; Arion Claggett, aye.

4 [The motion carried. Mr. Saxton and Mr. Ferrara
5 abstained from voting on the motion.]

6 ***

7 Report of the Prosecutorial Division
8 [Timothy Fritsch, Esquire, presented the Consent
9 Agreement and Orders for Agenda Item No. 2, Case No.
10 25-56-006252; Agenda Item No. 3, Case No. 25-56-
11 010193; Agenda Item No. 4, Case No. 24-56-015258;
12 Agenda Item No. 5, Case No. 24-56-010449; Agenda Item
13 No. 6, Case No. 27-56-008174; Agenda Item No. 7, Case
14 Nos. 22-56-015410 and 24-56-002648; and Agenda Item
15 No. 8, Case Nos. 22-56-005619 and 22-56-005620.]

16 MR. PICARELLA:

17 Based upon discussions and Executive
18 Session, I believe the Commission Chair
19 would entertain a motion to approve the
20 Consent Agreements at Item No. 2 on the
21 Agenda, Case No. 25-56-006252; Item No.
22 3 on the Agenda, Case No. 25-56-010193;
23 Item No. 4 on the Agenda, Case No. 24-
24 56-015258; Item No. 5 on the Agenda,
25 Case No. 24-56-010449; Item No. 6 on the

6 CHAIR SAMPSON:

9 MS. THOMPSON:

10 So moved.

11 CHAIR SAMPSON:

14 MR. TARANTINO:

15 Second.

16

22 [The motion carried unanimously. At Item No. 2 on the
23 Agenda, the Respondent was Farren J. Mason. At Item
24 No. 3 on the Agenda, the Respondent was Ron Whitnah.
25 The Respondent at Item No. 4 on the Agenda was Carl

1 Rohrbach. The Respondent at Item No. 5 on the Agenda
2 was Christian Wingard. The Respondent at Item No. 6
3 on the Agenda was Gregory Allen Hayes, Jr. The
4 Respondent at Item No. 7 on the Agenda were Shakeira
5 Ingraham & KI & Associates, Inc. The Respondent at
6 Item No. 8 on the Agenda were Rachna Jain & Lumos Real
7 Estate, LLC.]

* * *

9 Appointment - Christopher Herbst, Business Development
10 Manager, Pearson Vue - ARELLO
11 [Christopher Herbst, Business Development Manager,
12 Pearson Vue, stated ARELLO, The Association of Real
13 Estate License Law Officials, are the accrediting body
14 and organization for real estate licensure all across
15 the country. He informed Commission members, for the
16 first time in twelve years, ARELLO has announced a fee
17 increase of their royalties.

18 Mr. Herbst stated the fee will be collected at the
19 time of registration for an examination of either the
20 Pennsylvania salesperson or the Pennsylvania Broker
21 National Exam. ARELLO stated these fees make up to 25
22 percent of their revenue. The fee would increase from
23 \$2.00 to \$5.00.

24 Mr. Herbst noted being halfway through their
25 current contract with the Bureau of Professional and

1 Occupational Affairs, which will end in March of 2028.
2 He acknowledged that ideally this situation would have
3 been addressed in between contracts. But ARELLO is
4 requesting this of all their members right now.
5 Additionally, he noted the accrediting process with
6 its vendors are now shortening that time from every
7 five years to every three years. These royalties
8 support the initiatives on the organization's part.

9 The Commission Administrator asked how much the
10 exam fee would be once the fees go up, to which, Mr.
11 Herbst replied that it would go up from \$49 to \$52 and
12 for the National exams only.

13 Ms. Hanna Cestra stated it was difficult for her
14 to understand, because she was not fully aware of what
15 ARELLO really did for the examination. She asked Mr.
16 Herbst to clarify what ARELLO did on a yearly or
17 monthly basis.

18 Mr. Herbst replied that ARELLO scrutinizes the
19 content outlines between the two testing providers.
20 They also undertake a variety of validation tasks in
21 order to stay current with the national real estate
22 principals of practice. They provide the service
23 location of where the test is.

24 Ms. Hanna Cestra suggested that ARELLO was
25 determining the content of same and providing the

1 service of where the test would be.

2 Mr. Herbst explained there are validation and
3 verification steps on the tasks that are undertaken by
4 ARELLO, and that content goes through an involved
5 layer of review.

6 Ms. Hanna Cestra asked if the testers felt this
7 work was appropriate and adequate. Mr. Herbst
8 responded by claiming, yes, it was appropriate and
9 adequate at this point in time. He stated they
10 maintained an excellent relationship with ARELLO. He
11 did admit that there were a small percentage of
12 clients that created their own national general exam.
13 He advised, if Pennsylvania decided to develop their
14 own national exam, it would need to be prepared to
15 develop a national exam for its sales and broker
16 component. The Commission thanked Mr. Herbst for his
17 presentation and commented that it was something to
18 look into in the future.]

19 ***

20 Report of Commission Counsel

21 Proposed Adjudication and Order

22 MR. PICARELLA:

23 At Item No. 9 on the Agenda, Case No.

24 24-56-003867, Tyrese Johnson, based upon
25 discussions in Executive Session, I

1 believe the Commission Chair will
2 entertain a motion to adopt the Hearing
3 Examiner's proposed Adjudication and
4 Order in this matter and direct Counsel
5 to prepare the Commission's Final Order.

6 CHAIR SAMPSON:

7 Commissioner Ferrara, is there a motion?

8 MR. FERRARA:

9 I make a motion.

10 CHAIR SAMPSON:

11 Commissioner Saxton, is there a second?

12 MR. SAXTON:

13 Second.

14

15 Kyle Sampson, aye; Annie Hanna Cestra,
16 aye; Guy Saxton, aye; Joseph Tarantino,
17 aye; Armand N. Ferrara, aye; Anne Rubin,
18 aye; Jennifer Thomson, aye; Arion
19 Claggett, aye.

20 [The motion carried unanimously.]

21 [The sanction in this matter is that Respondent's
22 salespersons license is indefinitely suspended until
23 at least November 30, 2026, and a \$2000 civil penalty
24 is assessed.]

25 ***

1 Report of Commission Counsel

2 Final Adjudication and Order

3 MR. PICARELLA:

4 At Item No. 10 on the Agenda, Case No.

5 23-56-006495, Samuel Delacruz, based
6 upon discussions in Executive Session, I
7 believe the Commission Chair will
8 entertain a motion to adopt the Hearing
9 Examiner's final Adjudication and Order
10 in the matter and direct Counsel to
11 issue it as the Final Order.

12 CHAIR SAMPSON:

13 Commissioner Cestra, is there a motion?

14 MS. CESTRA:

15 I make a motion.

16 CHAIR SAMPSON:

17 Commissioner Tarantino, is there a
18 second?

19 MR. TARANTINO:

20 Second.

21

22 Kyle Sampson, aye; Annie Hanna Cestra,
23 aye; Guy Saxton, aye; Joseph Tarantino,
24 aye Anne Rubin, aye; Armand N. Ferrara,
25 aye; Jennifer Thomson, aye; Arion

1 Claggett, aye.

2 [The motion carried unanimously.]

3 [The Order to Show Cause in this matter is dismissed.]

4 | * * *

5 | Report of Regulatory Counsel - Status

6 [Marc Farrell, Esquire, reported on the status of the
7 Commission's regulatory packages and general
8 revisions. He stated there were five active packages.

9 Mr. Farrell addressed the broker price opinions
10 at 16A-5626. He commented that this was the final
11 rulemaking and received the Governor's Office approval
12 on October 6th, 2025. Mr. Farrell advised the
13 Commission that this was now on the agenda for
14 consideration at the Independent Regulatory Review
15 Commission's (IRRC) public meeting on November 20th,
16 2025. He anticipated its approval by the end of the
17 year.

18 Mr. Farrell updated the Commission on their
19 Licensure by Endorsement or their Act 41, 16A-5625
20 proposed regulation. He commented that the regulation
21 will be delivered to IRRC, the House and Senate
22 Professional Licensure Committees and the Legislative
23 Reference Bureau. Once the rulemaking is published,
24 it is a 30-day period for feedback from the public.

25 Mr. Farrell then addressed their schedule of Civil

1 Penalties. That, he noted, was discussed at the
2 special meeting on November 3, 2025. He stated Mr.
3 Picarella is drafting the annex for the Commission.
4 Once it is approved, it will be circulated as an
5 exposure draft to stakeholders.

6 He commented that this process would be the same
7 for the wholesaling regulation. Once that annex is
8 approved, it will be circulated as an exposure draft
9 to the stakeholders. This is the regulation as it
10 relates to the statutory changes from Act 52 of 2024.

11 Additionally, Mr. Farrell informed the Commission
12 that their General Revisions package proposed
13 rulemaking, 16A-5616, was still in the stages of being
14 prepared for the remainder of the necessary documents
15 that they needed for the preamble and the RAF
16 regulatory analysis form.

17 Mr. Farrell suggested there was nothing more the
18 Commission needed to do at this time. He referred to
19 a sixth regulation that was a placeholder for now.
20 This regulation would focus on advertising or digital
21 advertising and had been noted on the record with a
22 follow up at some point in the future.]

23 * * *

1 Report of the Commissioner

2 [Arion Claggett, Acting Commissioner, Bureau of
3 Professional and Occupational Affairs, notified the
4 Commission that the exams for both the Real Estate
5 Salesperson and the Real Estate Broker are now
6 available in Spanish as of November 1, 2025.]

7 * * *

8 Report of the Commissioner Administrator - No Report

9 * * *

10 Report of the Committees - Examination

11 MS. CESTRA:

12 Based on discussion of the application
13 provided, we move to approve that
14 Christopher E'Del Rice be approved to
15 take the Broker's Exam.

16 MS. RUBIN:

17 So moved.

18 CHAIR SAMPSON:

19 Is there a second?

20 MR. SAXTON:

21 Second.

22

23 Kyle Sampson, aye; Annie Hanna Cestra,
24 aye; Guy Saxton, aye; Joseph Tarantino,
25 aye; Anne Rubin, aye; Armand N. Ferrara,

1 aye; Jennifer Thomson, aye; Arion
2 Claggett, aye.

3 [The motion passed unanimously.]

4 * * *

5 MS. CESTRA:

6 After review of Jamier Hughes's
7 request to not have to retake the
8 salesman's exam, we move that Jamier
9 Hughes be licensed as a salesperson.

10 CHAIR SAMPSON:

11 Commissioner Thompson, is there a
12 motion?

13 MS. THOMPSON:

14 So moved.

15 CHAIR SAMPSON:

16 Commissioner Tarantino, is there a
17 second?

18 MR. TARANTINO:

19 Second.

20

21 Kyle Sampson, aye; Annie Hanna Cestra,
22 aye; Guy Saxton, aye; Joseph Tarantino,
23 aye; Anne Rubin, aye; Armand N. Ferrara,
24 aye; Jennifer Thomson, aye; Arion
25 Claggett, aye.

1 [The motion passed unanimously.]

* * *

3 MS. CESTRA:

4 After review and discussion of the
5 application of Drew Bobincheck, we move
6 that Mr. Bobincheck be approved for
7 taking the Broker's Exam.

8 MR. PICARELLA:

9 I believe we have a recusal on this next
10 one, Jennifer Thompson.

11 CHAIR SAMPSON:

12 Commissioner Saxton, is there a motion?

13 | MR. SAXTON:

14 So moved.

15 CHAIR SAMPSON:

16 Commissioner Rubin, is there a second?

17 MS. RUBIN:

18 | Second.

24 [The motion passed. Ms. Thompson recused herself from
25 the motion.]

1

* * *

2 Report of the Committees - Education

3 MS. CESTRA:

4 After review and discussion of the
5 course agency relationships, the
6 education Committee would like to
7 approve the course for Continuing
8 Education.

9 CHAIR SAMPSON:

10 Commissioner Rubin, is there a motion?

11 MS. RUBIN:

12 So moved.

13 CHAIR SAMPSON:

14 Commissioner Saxton, is there a second?

15 MR. SAXTON:

16 Second.

17

18 Kyle Sampson, aye; Annie Hanna Cestra,
19 aye; Guy Saxton, aye; Joseph Tarantino,
20 aye; Anne Rubin, aye; Armand N. Ferrara,
21 aye; Jennifer Thomson, aye; Arion
22 Claggett, aye.

23 [The motion passed unanimously.]

24

* * *

25 Report of the Committees - Application Reviews

1 MR. TARANTINO:

2 I will defer to Counsel to summarize
3 those and make those motions.

4 ATTORNEY PICARELLA:

5 At Agenda Item no. 15, the application
6 of Nakaiya Madison. Based on
7 discussions in the Executive Session,
8 the Commission Chair would entertain a
9 motion to approve the application of
10 Nakaiya Madison for licensure as a real
11 estate salesperson.

12 CHAIR SAMPSON:

13 Member Deputy Attorney General, is there
14 a motion?

15 MS. THOMPSON:

16 So moved.

17 CHAIR SAMPSON:

18 Mr. Tarantino, is there a second?

19 MR. TARANTINO:

20 Second.

21

22 Kyle Sampson, aye; Annie Hanna Cestra,
23 aye; Guy Saxton, aye; Joseph Tarantino,
24 aye; Anne Rubin, aye; Armand N. Ferrara,
25 aye; Jennifer Thomson, aye; Arion

1 Claggett, aye.

2 [The motion passed unanimously.]

3 | * * *

4 ATTORNEY PICARELLA:

5 I believe that the Commission has decided
6 to table the matters at Item No. 16,
7 Yusuf L. Sharif; Item No. 17, Moelyk
8 Lomax; and Item No. 21, Raymont Goodwine,
9 and will direct Counsel to draft
10 correspondence to these applicants based
11 upon discussion in Executive Session.

12 * * *

13 | ATTORNEY PICARELLA:

14 Item No. 18, Agena Lewis. Based upon
15 discussion in Executive Session, I
16 believe the Commission Chair would
17 entertain a motion to approve the
18 application of Agena Lewis for licensure
19 as a real estate salesperson.

20 CHAIR SAMPSON:

21 | Commissioner Ferrara, is there a motion?

22 MR. FERRARA:

23 So moved.

24 CHAIR SAMPSON:

25 Deputy Attorney General, is there a

1 second?

2 MS. THOMPSON:

3 Second.

4

5 Kyle Sampson, aye; Annie Hanna Cestra,
6 aye; Guy Saxton, aye; Joseph Tarantino,
7 aye; Anne Rubin, aye; Armand N. Ferrara,
8 aye; Jennifer Thomson, aye; Arion
9 Claggett, aye.

10 [The motion passed unanimously.]

11 | * * *

12 ATTORNEY PICARELLA:

19 | * * *

20 | Old Business/New Business

21 Report on Comm

22 CHAIR SAMPSON:
23 Are there any nominations for Secretary
24

25 | MP | TARANTINO

1 I move Armand Ferrara become the
2 Secretary.

3 CHAIR SAMPSON:

4 Is there a second?

5 MR. SAXTON:

6 Second.

7 CHAIR SAMPSON:

8 Commissioner Ferrara, you have been
9 nominated to hold the position of
10 Secretary. Do you accept the
11 nomination?

12 MR. FERRARA:

13 I accept.

14

15 Kyle Sampson, aye; Annie Hanna Cestra,
16 aye; Joseph Tarantino, aye; Guy Saxton,
17 aye; Anne Rubin, aye; Armand N. Ferrara,
18 aye; Jennifer Thomson, aye; Arion
19 Claggett, aye.

20 [The motion passed unanimously.]

21 * * *

22 CHAIR SAMPSON:

23 Support for nominations for Vice Chair
24 of the Commission. Are there any
25 nominations?

1 MR. TARANTINO:

2 I nominate Guy Saxton for Vice Chair.

3 CHAIR SAMPSON:

4 Guy Saxton has been nominated. Is there
5 a second on the nomination?

6 MR. FERRARA:

7 Second.

8 CHAIR SAMPSON:

9 Commissioner Saxton, you have been
10 nominated to hold the position of Vice
11 Chair. Do you accept the nomination?

12 MR. SAXTON:

13 Yes.

14

15 Kyle Sampson, aye; Annie Hanna Cestra,
16 aye; Joseph Tarantino, aye; Anne Rubin,
17 aye; Armand N. Ferrara, aye; Jennifer
18 Thomson, aye; Arion Claggett, aye.

19 [The motion passed unanimously.]

20 ***

21 CHAIR SAMPSON:

22 The Chair will entertain nominations for
23 the Chair of the Pennsylvania Real
24 Estate Commission. And it is my
25 pleasure as Chairman to nominate Annie

1 Hanna Cestra. Is there a second on my
2 nomination?

3 MS. RUBIN:

4 Second.

5 CHAIR SAMPSON:

6 Commissioner Cestra, you have been
7 nominated to serve as the Chair of the
8 Pennsylvania Real Estate Commission. Do
9 you accept the nomination?

10 MS. CESTRA:

11 I certainly do. Thank you.

12

13 Kyle Sampson, aye; Annie Hanna Cestra,
14 aye; Joseph Tarantino, aye; Anne Rubin,
15 aye; Armand N. Ferrara, aye; Jennifer
16 Thomson, aye; Arion Claggett, aye.

17 [The motion passed unanimously.]

18

19 Old Business/New Business - Review and Approval of
20 Tentative Commission 2027 Meeting Schedule - Tabled

21

22 Miscellaneous - Newsletter

23 [Ms. Rubin noted the sample of the newsletter for the
24 Commission's review. Commissioner Claggett reminded
25 the Commission that it was responsible for creating

1 the news memo. It was suggested that there were
2 volunteers on the Commission to attempt to create the
3 memo. The format was contained in the example.

4 Mr. Lerner, from the Pennsylvania Association of
5 Realtors, offered his help for the newsletter.

6 Chair Sampson thanked Commissioner Claggett, legal
7 counsel, the administrator and everyone working within
8 the Commission for their help and support in working
9 with him as the Chair. He also wished Governor Shapiro
10 and Commissioner Rubin a Happy Hannukah.]

11 | * * *

12 | CHAIR SAMPSON:

18 COMMISSIONER CLAGGETT:

19 So moved.

20 | * * *

21 [There being no further business, the State Real
22 Estate Commission Meeting adjourned at 11:18 a.m.]

23 | * * *

24

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1

2 | CERTIFICATE

3

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

9

10

Allison Walker, Minute Clerk

12

Sargent's Court Reporting

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Service, Inc.

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1 STATE REAL ESTATE COMMISSION
2 REFERENCE INDEX
3 November 12, 2025

4
5 TIME AGENDA
6
7 9:00 Executive Session
8
9 10:00 Return to Open Session
10
11 10:30 Official Call to Order
12
13 10:31 Roll Call/Introduction of Attendees
14
15 10:32 Pledge of Allegiance
16
17 10:32 Approval of Minutes
18
19 10:33 Report of Prosecutorial Division
20
21 10:47 Appointment - Christopher Herbst
22
23 10:55 Report of Commission Counsel
24
25 10:57 Regulatory Report
26
27 11:01 Report of Commissioner
28
29 11:08 Report of Committees
30
31 11:09 Miscellaneous/Discussion
32
33 11:18 Adjournment
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