

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: 10:00 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

May 14, 2025

State Real Estate Commission
May 14, 2025

COMMISSION MEMBERS:

Kyle Sampson, Chair, Public Member
Annie Hanna Cestra, Vice Chair, Industry Member
Guy Saxton, Secretary, Cemetery Member
Jeffrey J. Johnson, Industry Member - Absent
Anne M. Rubin, Industry Member
Armand N. Ferrara Jr., Industry 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
Caroline A. Bailey, Esquire, Commission Prosecutor
Ashley P. Murphy, Esquire, Commission Prosecutor
Ray J. Michalowski, Esquire, Senior Board Prosecutor
Deon Bowers, Commission Administrator
Mark Farrell, Esquire, Office Chief Counsel,
Department of State
Carlton Smith, Esquire, Deputy Chief Counsel,
Prosecution Division
Tyesha C. Miley, Esquire, Office of General Counsel,
PA Department of State
Jessica Zukoski, Senior Legal Analyst, PA Department
of State
Andrew LaFratte, Deputy Policy Director, Department
of State
Willow Marsh, Legislative Aide, PA Department of
State

ALSO PRESENT:

Francesca Tracy, Compliance Analyst, CE Shop
Tracy Matroni, Education & Member Services, Lancaster
County Association of Realtors
Lisa Aaron, Professional Standards/Education Manager,
Pennsylvania Association of Realtors
Tenensia Stanley, Administrative Assistant, Maryland
Department of Labor
Lisa Ginsburg, Director of Education, Bucks County
Association of Realtors
Tom Gill, Real Estate Executive
Michelle C
Jacob Hill, Sargent's Court Reporting Service, Inc.

State Real Estate Commission

May 14, 2025

[Pursuant to Section 708(a)(5) of the Sunshine Act, at 9:00 a.m. the Commission entered into Executive Session with Dean F. Picarella, Esquire, Commission Counsel, for the purpose of conducting quasi-judicial deliberations on a number of matters currently pending before the Commission and to receive advice of counsel. The Commission returned to open session at 10:00 a.m.]

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

Mr. Picarella also noted the Commission entered into Executive Session for the purpose of conducting quasi-judicial deliberations on a number of matters currently pending before the Commission and to receive the advice of counsel.]

The regularly scheduled meeting of the State Real Estate Commission was held on Wednesday, May 14,

1 2025. Kyle Sampson, Chair, Public Member, officially
2 called the meeting to order at 10:16 a.m.

3 ***

4 Roll Call/Introduction of Attendees

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

9 ***

10 Pledge of Allegiance

11 [The Pledge of Allegiance was recited.]

12 ***

13 Approval of Minutes of the April 2, 2025 meeting

14 CHAIR SAMPSON:

15 Will introduce a motion to approve the
16 Minutes from April 2, 2025.

17 Commissioners who were not present
18 please abstain.

19 Is there a motion?

20 COMMISSIONER CLAGGETT:

21 So moved.

22 CHAIR SAMPSON:

23 Is there a second?

24 COMMISSIONER FERRARA:

25 Armand Ferrara.

1 CHAIR SAMPSON:

2 Madam Administrator, please call the
3 roll.

4 MS. BOWERS:

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

9 [The motion carried. Annie Hanna Cestra abstained
10 from voting on the motion.]

11 ***

12 Report of Prosecutorial Division - Proposed Consent
13 Agreements

14 [Caroline Bailey, Esquire, Commission Prosecutor
15 presented the Consent Agreement for Case No. 25-56-
16 001938.]

17 Ms. Bailey requested the Consent Agreement for
18 Case No. 22-56-016529 be withdrawn from consideration
19 at this meeting.]

20 ***

21 [Ray J. Michalowski, Esquire, Senior Board
22 Prosecutor, on behalf of Angela Solomon, Esquire,
23 presented the Consent Agreement for Case No. 21-56-
24 010852 & Case No. 23-56-011347, and for Case No.
25 22-56-011668.]

MR. PICARELLA:

I believe the Commissioner Chair would entertain a motion to approve the Consent Agreement at Item No. 2 on the Agenda, Case No. 25-56-001938 and Item No. 5 on the Agenda, Case No. 22-56-011668.

Commission Ferrara, is there a motion?

COMMISSIONER FERRARA:

So moved.

MR. PICARELLA:

Commissioner Saxon, is there a second?

MR. SAXON:

Second.

CHAIR SAMPSON:

Madam Administrator, please call the roll.

MS. BOWERS:

Kyle Sampson, aye; Annie Hanna Cestra, aye; Guy Saxton, aye; Anne Rubin, aye; Armand Ferrara, aye; Arion Claggett, aye.

[The motion carried. Jennifer Thompson was

1 unavailable to vote. The Respondent for Case No. 25-
2 56-001938 is Kevin Kann. The Respondent for Case No.
3 22-56-011668 is WebCE, Inc.]

4 ***

5 MR. PICARELLA:

6 Based on discussions in Executive
7 Session for Item No. 4, I believe the
8 Commissioner Chair would entertain a
9 motion to approve the Consent Agreement
10 at Case Nos. 21-560-010852 & Case No.
11 23-56-001347.

12 CHAIR SAMPSON:

13 Commissioner Ferrara, is there a motion?

14 COMMISSIONER FERRARA:

15 So moved.

16 CHAIR SAMPSON:

17 Commissioner Saxon, is there a second?

18 MR. SAXON:

19 Second.

20 CHAIR SAMPSON:

21 Madam Administrator, please call the
22 roll.

23 MS. BOWERS:

24 Kyle Sampson, nay; Annie Hanna Cestra,
25 yes; Guy Saxton, yes; Anne Rubin, yes;

1 Armand Ferrara, yes; Jennifer Thompson,
2 aye; Arion Claggett, nay.

3 [The motion carried. Chair Sampson and Arion
4 Claggett opposed the motion. The Respondent for Case
5 Nos. 21-560-010852 & Case No. 23-56-001347 is Robert
6 E. Foster.]

7 ***
8 Report of Commission Counsel - Proposed Adjudication
9 and Order

10 MR. PICARELLA:

11 Item No.6, Case Nos. 21-56-016659
12 and 24-56-007552, based on discussions
13 in Executive Session, I believe the
14 Commission Chair would entertain a
15 motion to direct Counsel to draft a
16 final Order in this matter consistent
17 with discussions in Executive Session.

18 CHAIR SAMPSON:

19 Commission Rubin, is there a motion?

20 COMMISSIONER RUBIN:

21 Alright.

22 CHAIR SAMPSON:

23 Commissioner Saxton, is there a second?

24 COMMISSIONER SAXTON:

25 Second.

1 CHAIR SAMPSON:

2 Madam Administrator, please call the
3 roll.

4 MS. BOWERS:

5 Kyle Sampson, aye; Annie Hanna Cestra,
6 yes; Guy Saxton, yes; Anne Rubin, yes;
7 Armand Ferrara, yes; Jennifer Thompson,
8 aye; Arion Claggett, aye.

9 [The motion carried unanimously.]

10 ***

11 MR. PICARELLA:

12 Item No. 7 on the Agenda is being
13 tabled.

14 Item No.8 on the Agenda, Docket No.
15 21-56-016658, based on discussions in
16 Executive Session, I believe the
17 Commissioner Chair would entertain a
18 motion to direct Counsel to draft a
19 final Adjudication and Order in this
20 matter consistent with discussions in
21 Executive Session.

22 CHAIR SAMPSON:

23 Commissioner Saxton, is there a motion?

24 COMMISSIONER SAXTON:

25 So moved.

1 CHAIR SAMPSON:

2 Commissioner Rubin, is there a second?

3 COMMISSIONER RUBIN:

4 Second.

5 CHAIR SAMPSON:

6 Madam Administrator, please call the
7 roll.

8 MS. BOWERS:

9 Kyle Sampson, aye; Annie Hanna Cestra,
10 aye; Guy Saxton, aye; Anne Rubin, aye;
11 Armand Ferrara, aye; Jennifer Thompson,
12 aye; Arion Claggett, aye.

13 [The motion carried unanimously.]

14 ***

15 MR. PICARELLA:

16 Item No. 9 on the Agenda, Case No. 23-
17 56-017580, based on discussions in
18 Executive Session I believe the
19 Commissioner Chair would entertain a
20 motion to direct Counsel to draft a
21 final Adjudication Order in this matter
22 consistent with discussions in
23 Executive Session.

24 CHAIR SAMPSON:

25 Commissioner Cestra, is there a motion?

1 COMMISSIONER CESTRA:

2 So moved.

3 CHAIR SAMPSON:

4 Commissioner Ferrara, is there a
5 second?

6 COMMISSIONER FERRARA:

7 Second.

8 CHAIR SAMPSON:

9 Madam Administrator, please call the
10 roll.

11 MS. BOWERS:

12 Kyle Sampson, aye; Annie Hanna Cestra,
13 aye; Guy Saxton, aye; Anne Rubin, aye;
14 Armand Ferrara, aye; Jennifer Thompson,
15 aye; Arion Claggett, aye.

16 [The motion carried unanimously.]

17 ***

18 Report of Commission Counsel - Final Adjudication and
19 Order

20 MR. PICARELLA:

21 Item No. 10, this is a final
22 Adjudication Order, Case Nos. 23-56-
23 010242 and 23-56-010423, based upon
24 discussions in Executive Session, I
25 believe the Commissioner Chair would

1 entertain a motion to approve the final
2 Adjudication and Order in this matter
3 and direct Counsel to issue it as the
4 final Order in order of the Commission.

5 CHAIR SAMPSON:

6 Commissioner Ferrara, is there a
7 motion?

8 COMMISSIONER FERRARA:

9 So moved.

10 CHAIR SAMPSON:

11 Commissioner Rubin, is there a second?

12 COMMISSIONER RUBIN:

13 Second, Rubin.

14 CHAIR SAMPSON:

15 Madam Administrator, please call the
16 roll.

17 MS. BOWERS:

18 Kyle Sampson, aye; Annie Hanna Cestra,
19 aye; Guy Saxton, aye; Anne Rubin, aye;
20 Armand Ferrara, aye; Jennifer Thompson,
21 aye; Arion Claggett, aye.

22 [The motion carried unanimously.]

23 ***

24 MR. PICARELLA:

25 Item No. 11, Christopher Brian Wyman &

1 White Chestnut Property Management,
2 LLC, multiple Case Nos. 22-56-010777,
3 22-56-017947, 24-56-003056, 24-56-
4 003747, 24-56-006694, 24-56-009443, 24-
5 56-010296, 24-56-010297 and 24-56-
6 014262, based upon discussions in
7 Executive Session, I believe the
8 Commissioner Chair would entertain a
9 motion to approve the final
10 Adjudication and Order in this matter
11 and direct Counsel to issue it as the
12 final Order of the Commission.

13 CHAIR SAMPSON:

14 Commissioner Cestra, is there a motion?

15 COMMISSIONER CESTRA:

16 So moved.

17 CHAIR SAMPSON:

18 Mr. Ferrara, is there a second?

19 COMMISSIONER FERRARA:

20 Second.

21 CHAIR SAMPSON:

22 Madam Administrator, please call the
23 roll.

24 MS. BOWERS:

25 Kyle Sampson, aye; Annie Hanna Cestra,

1 aye; Guy Saxton, aye; Anne Rubin, aye;
2 Armand Ferrara, aye; Jennifer Thompson,
3 aye; Arion Claggett, aye.

4 [The motion carried unanimously.]

5 ***

6 Regulatory Report - Regulatory Status Report

7 [Mark Farrell, Regulatory Counsel, reported to the
8 Commission on the status of the three regulatory
9 packages for the Commission, the first being the
10 General Revisions package, 16A-5616, which is still
11 in its proposed stage. He noted that all relevant
12 materials to be presented for the regulatory report
13 were already in the packets for Commission members.

14 He continued by stating that, since the revised
15 draft Annex was not yet complete, he would be
16 circulating a copy of it to Commission members with
17 the expectation the members would review it in time
18 for the July 9, 2025 meeting.

19 He informed Commission members that the second
20 package was the Licensure by Endorsement package or
21 the 16A-5625, Act 41 proposed package. The
22 Commission approved this package, and it was now on
23 its way to the Senior Regulatory Counsel for review.

24 Mr. Farrell also stated that the last package was
25 the Broker Price Opinions package, 16A-5626, which

1 was in its final stage as it had been discussed two
2 meetings ago.

3 He then referred back to the revised Annex that
4 had been circulated to the Commission and the change
5 that had been made to it by informing the Commission
6 that a subsection (f) had been added to § 35.503. He
7 spoke about topics pulled from the outline and
8 various courses, (other than subsection (e) courses),
9 that could be taken to satisfy the initial education
10 requirement or the continuing education requirements.
11 Other changes to the Annex were noted such as course
12 length hours, the BPO course and the fact that
13 Commission members would no longer have to review and
14 approve courses.

15 He suggested to the Commission that verifying an
16 individual's completion of the CE requirement(s)
17 could be obtained by inquiring as to the individual's
18 completion of a BPO in the previous biennium while
19 completing a current renewal application, or by
20 obtaining confirmation of an individual's completion
21 of the CE requirements through a random CE audit.
22 Potential licensees must hold onto all documented
23 certification showing the necessary and satisfactory
24 completion of the required course work.

25 He further advised that these options should have

1 enough detail in them which would allow Commission
2 members to determine whether or not they satisfy or
3 not the new subsection (f).

4 Ms. Rubin asked Mr. Farrell if there would now be
5 questions about this on the renewal applications.
6 Mr. Farrell responded by stating that the idea had
7 been discussed and asked Ms. Rubin if she had
8 concerns about it. Ms. Rubin replied that she would
9 prefer there be a separate certification or license
10 verses additional information needed on a renewal
11 application. She further requested that this topic
12 be an agenda item at the next meeting.

13 Ray Michalowski suggested that this issue was
14 really more of a decision on how the commission
15 wanted to handle it. Mr. Michalowski continued by
16 commenting that he felt Mr. Farrall had accomplished
17 more than what was substantially significant to cover
18 this needed information.

19 Chair Sampson then commented that he, too, would
20 like further discussion on potentially adding
21 questions about BPO completion on renewal
22 applications as he was not entirely comfortable with
23 that idea.]

24 ***

25 CHAIR SAMPSON:

1 We actually need a motion.

2 MR. PICARELLA:

3 Based upon the discussions in open
4 session, I believe the commission chair
5 would entertain a motion to approve the
6 Draft of Regulation 16A-5626 Broker
7 Price Opinions as had been presented to
8 the commission.

9 MR. PICARELLA:

10 Commissioner Saxton is there a motion?

11 COMMISSIONER SAXTON:

12 So moved.

13 MR. PICARELLA:

14 Commissioner Rubin is there a second?

15 COMMISSIONER RUBIN:

16 Second.

17 CHAIR SAMPSON:

18 Madam Administrator, please call the
19 roll.

20 MS. BOWERS:

21 Kyle Sampson, aye; Annie Hanna Cestra,
22 aye; Guy Saxton, aye; Anne Rubin, aye;
23 Armand Ferrara, aye; Jennifer Thompson,
24 aye; Arion Claggett, aye.

25 [The motion carried unanimously.]

[Mark Farrell suggested that the next meeting of the Commission should devote a good amount of time to resolving any final issues with the general revisions' discussion. He thanked everyone for their time and herein concluded his presentation.]

Report of the Commission Chairperson - No Report

Report of Commissioner - No Report

Report of the Commission Administrator - Ongoing Audit

[Deon Bowers, Commission Administrator, reported on the status of the ongoing audit.

Ms. Bowers stated that it was hoped the audit would be finished in April. It was not. She advised that the next step was to send out the final notices to those who had not yet responded. After that, a 30-day enforcement will be in place whereby those still not responding will have their information sent to the professional compliance office as non-compliant.]

Report of Committees - Education/Examination

1 Committee

2 [Dean Picarella, Esquire, Commission Counsel advised
3 that he would like to frame the Commission's motions
4 for consideration if acceptable; so approved.

5 MR. PICARELLA:

6 Item No. 15 on the Agenda is the
7 Broker Examination for Tucker Crockett,
8 which is going to be tabled for now.

9 Item No. 16 on the Agenda, based
10 upon discussions in Executive Session,
11 I believe the Commission chair would
12 entertain a motion to provisionally
13 deny the application of Anthony Garcia
14 to sit for the real estate licensure
15 examination.

16 COMMISSIONER CLAGGETT:

17 So moved.

18 COMMISSIONER CESTRA:

19 Second, Cestra.

20 CHAIR SAMPSON:

21 Madam Administrator, please call the
22 roll.

23 MS. BOWERS:

24 Kyle Sampson, abstain; Annie Hanna
25 Cestra, aye; Guy Saxton, aye; Anne

1 Rubin, aye; Armand Ferrara, aye;
2 Jennifer Thompson, unintelligible;
3 Arion Claggett, aye.

4 [The motion carried unanimously.]

5 ***

6 MR. PICARELLA:

7 We're going to table Item No. 17 and
8 Item No. 18.

9 ***

10

11 Old/New Business - Philadelphia and/or Pittsburgh
12 meeting Dates for 2026

13 [Commission Administrator, Deon Bowers, announced
14 that two of the 2026 meetings would take place in
15 both Philadelphia and Pittsburgh. She asked for
16 feedback from the Commission about potential dates of
17 meetings for both cities.

18 Chair Sampson suggested that he first reach out
19 to Drexel (Philadelphia) to confirm available dates
20 for that meeting. Once those dates were confirmed,
21 the attention could be focused on a meeting date for
22 Pittsburgh. There had also been prior discussion
23 about moving the Pittsburgh meetings around to
24 different universities.

25 ***

1 CHAIR SAMPSON:

2 Are there any other matters or issues
3 to be discussed? The Chair will
4 entertain a motion to adjourn this
5 meeting of the Pennsylvania Real Estate
6 Commission until July 9, 2025.

7 MR. PICARELLA:

8 See if there's any people in the
9 audience.

10 CHAIR SAMPSON:

11 My apologies. Any comments? I have
12 nothing today. Thank you for your
13 presence.

14 CHAIR SAMPSON:

15 The Chair will entertain a motion to
16 adjourn this meeting at the
17 Pennsylvania Real Estate Commission
18 until July 9, 2025. Is there a motion?

19 MR. FERRARA, JR.

20 So moved. Second move.

21 CHAIR SAMPSON:

22 All right. Thank you all very kindly.

23 ***

24 [There being no further business, the State Real
25 Estate Commission Meeting adjourned at 11:12 a.m.]

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.



Jacob Hill,

Minute Clerk

Sargent's Court Reporting
Service, Inc.

STATE REAL ESTATE COMMISSION
REFERENCE INDEX

May 14, 2025

TIME	AGENDA
9:00	Executive Session
10:00	Return to Open Session
10:16	Official Call to Order
10:17	Roll Call/Introduction of Attendees
10:19	Pledge of Allegiance
10:20	Approval of Minutes
10:25	Report of Prosecutorial Division
10:34	Enter Into Executive Session
10:47	Return to Public Session
10:50	Report of Commission Counsel
10:57	Regulatory Report
11:08	Report of Commission Administrator
11:08	Committees
11:12	Old/New Business
11:12	Adjournment