

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: 10:20 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**

July 9, 2025

State Real Estate Commission  
July 9, 2025

COMMISSION MEMBERS:

Kyle Sampson, Chair, Public Member  
Annie Hanna Cestra, Vice Chair, Industry Member  
Guy Saxton, Secretary, Cemetery Member  
Joseph Tarantino, Industry Member  
Jeffrey J. Johnson, Industry Member  
Anne M. Rubin, Industry Member - Absent  
Armand N. Ferrara Jr., Industry Member  
Paul Edgar, Senior Deputy Attorney General,  
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  
Mark Farrell, Esquire, Office Chief Counsel,  
Department of State  
Ray J. Michalowski, Esquire, Senior Commission  
Prosecutor  
Timothy Fritsch, Esquire, Commission Prosecution  
Liaison  
Deon Bowers, Commission Administrator  
Tyesha C. Miley, Esquire, Office of General Counsel,  
PA Department of State  
Willow Marsh, Legislative Aide, PA Department of  
State  
Lily Porter, Intern, Office of Attorney General

ALSO PRESENT:

Francesca Tracy, Compliance Analyst, CE Shop  
Tracy Matroni, Education & Member Services, Lancaster  
County Association of Realtors  
Bill Lublin, President, Pennsylvania Association of  
Realtors  
Mike McGee, Chief Executive Office, Pennsylvania  
Association of Realtors  
Hank Lerner, Esquire, Chief Legal Officer,  
Pennsylvania Association of Realtors  
Lisa Aaron, Professional Standards/Education Manager,

Pennsylvania Association of Realtors  
State Real Estate Commission  
July 9, 2025

ALSO PRESENT (CON'T.)

Marcus Huertas, Advocacy Manager, Pennsylvania  
Association of Realtors  
Paige Perrucci, Esquire, Pennsylvania Association of  
Realtors  
Grace Tanner, Legal Intern, Pennsylvania Association  
of Realtors  
Annelise Henley, J.D., Regulatory Compliance Analyst,  
WebCE, Inc.  
Lisa Frey, Director of Professional Development,  
Bucks County Association of Realtors  
Lisa Ginsburg, Director of Education, Bucks County  
Association of Realtors  
Jessica Hickok, Chief Executive Officer, Association  
of Real Estate License Law Officials  
Anto Keshgegian, Associate, CBRE  
Francis Fuentes, Realtor, RPA Real Estate  
Julie Kamin  
Stephanie Ott  
AM Allen  
Tony  
Call-in 1-267-235-6677  
Call-in 1-570-710-1617  
Jacob Hill, Sargent's Court Reporting Service, Inc.

1 \*\*\*

2 State Real Estate Commission

3 July 9, 2025

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 a number of matters currently  
10 pending before the Commission and to receive advice  
11 of counsel. The Commission returned to open session  
12 at 10:20 a.m.]

13 \*\*\*

14 The regularly scheduled meeting of the State Real  
15 Estate Commission was held on Wednesday, July 9,  
16 2025. Kyle Sampson, Chair, Public Member, officially  
17 called the meeting to order at 10:20 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 [Kyle Sampson, Chair, Public Member announced  
5 notification from the Governor's Office of Joseph  
6 Tarantino, Industry Member, being nominated to the  
7 Real Estate Commission and confirmed by the Senate.]

8 \*\*\*

9 Roll Call/Introduction of Attendees

10 [Deon Bowers, Commission Administrator, provided a  
11 roll call of Commission members and introduction of  
12 attendees. A quorum of Commission members was  
13 present.]

14 \*\*\*

15 Pledge of Allegiance

16 [The Pledge of Allegiance was recited.]

17 \*\*\*

18 Approval of Minutes of the May 14, 2025 meeting

19 CHAIR SAMPSON:

20 We're going to have the approval of the  
21 draft minutes from May 14, 2025.

22 Attorney General's rep will abstain and  
23 so will Commissioner Tarantino.

24 MR. FERRARA:

25 Motion.

1 CHAIR SAMPSON:

2 Is there a second?

3 MS. CESTRA:

4 Second.

5

6 Kyle Sampson, aye; Annie Hanna Cestra,  
7 aye; Guy Saxton, aye; Joseph Tarantino,  
8 abstain; Armand Ferrara, aye; Paul  
9 Edger, abstain; Arion Claggett, aye.

10 [The motion carries. Joseph Tarantino and Paul Edger  
11 abstained from voting on the motion.]

12 \*\*\*

13 Report of Prosecutorial Division - Proposed Consent  
14 Agreements

15 [Timothy Fritsch, Esquire, Commission Prosecution  
16 Liaison, presented the Consent Agreements for Case  
17 Nos. 24-56-008447, 24-56-008448, 22-56-015410, 24-56-  
18 002648, 25-56-001196, 24-56-011806, 24-56-011808, 24-  
19 56-011811, 24-56-000197, and 25-56-000199. He stated  
20 the Consent Agreement for Case Nos. 20-56-003828, 20-  
21 56-003834, 21-56-013368, and 20-56-003837 has been  
22 withdrawn and would not be presented.

23 Mr. Fritsch, on behalf of Angela L. Solomon,  
24 Esquire, presented the Consent Agreement for Case No.  
25 25-56-005160.]

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[Caroline A. Bailey, Esquire, Commission Prosecutor, presented the Consent Agreements for Case Nos. 22-56-012335, 22-56-007820, 22-56-016529, 24-56-010449, 24-56-005301, 21-56-013482, and 21-56-013483.]

\*\*\*

MR. PICARELLA:

Based upon discussions in Executive Session, I believe the Commission Chair would entertain a motion to approve the Consent Agreements at Item 2, Case No. 22-56-012335; Item 3, Case No. 22-56-007820; Item 4, Case No. 22-56-016529; Item 6, Case No. 24-56-005301; Item 8, Case Nos. 24-56-008477 and 24-56-008448; Item No. 10, Case No. 25-56-001193; and Item No. 13, Case No. 25-56-005160.

CHAIR SAMPSON:

Is there a motion?

MR. FERRARA:

So moved.

CHAIR SAMPSON:

Is there a second?

MR. TARANTINO:

1 Second.

2 CHAIR SAMPSON:

3 Madam Administrator, please call the  
4 roll.

5

6 Kyle Sampson, aye; Annie Hanna Cestra,  
7 aye; Guy Saxton, aye; Joseph Tarantino,  
8 aye; Jeffery Johnson, aye; Armand  
9 Ferrara, aye; Paul Edger, aye; Arion  
10 Claggett, aye.

11 [The motion carried unanimously. The Respondent's  
12 name at Item 2, Case No. 22-56-012335 is John S.  
13 Carpenter IV; Item 3, Case No. 22-56-007820 is  
14 Yingqun Mao; Item 4, Case No. 22-56-016529 is Tanya  
15 Koul Strausbaugh; Item 6, Case No. 24-56-005301 is  
16 Remax Real Estate; Item 8, Case Nos. 24-56-008477 and  
17 24-56-008448 are Moshe Asiag and Golden Management  
18 LLC; Item No. 10, Case No. 25-56-001193 is David  
19 Smith; and Item No. 13, Case No. 25-56-005160 is Lisa  
20 Pho.]

21

\*\*\*

22 MR. PICARELLA:

23 Based upon discussions in Executive  
24 Session, I believe the Commission Chair  
25 would entertain a motion to reject the



1 Consent Agreements at Item 5, Case No.  
2 24-56-010449; Item 7, Case Nos. 21-56-  
3 013482 and 21-56-013483; Item 9, Case  
4 Nos. 22-56-015410 and 24-56-002648; and  
5 Item 11, Case Nos. 24-56-011806, 24-56-  
6 011808, 24-56-011811, 25-56-000197 and  
7 25-56-000199 as the Commission believes  
8 that the proposed sanctions were too  
9 lenient in these matters.

10 CHAIR SAMPSON:

11 Commissioner Saxon, is there a motion?

12 MR. SAXON:

13 So moved.

14 CHAIR SAMPSON:

15 Commissioner Ferrara, is there a  
16 second?

17 MR. FERRARA:

18 Second.

19 CHAIR SAMPSON:

20 Madam Administrator, please call the  
21 roll.

22

23 Kyle Sampson, aye; Annie Hanna Cestra,  
24 aye; Guy Saxton, aye; Joseph Tarantino,  
25 aye; Jeffery Johnson, aye; Armand

1                   Ferrara, aye; Paul Edger, aye; Arion  
2                   Claggett, aye.

3   [The motion carried unanimously. The Respondent at  
4   Item 5, Case No. 24-56-010449 is Christian Wingard;  
5   Item 7, Case Nos. 21-56-013482 and 21-56-013483 are  
6   Olga St. Pierre and Richard St. Pierre; Item 9, Case  
7   Nos. 22-56-015410 and 24-56-002648 are Shakeira  
8   Ingram and KI & Associates, Inc.; and Item 11, Case  
9   Nos. 24-56-011806, 24-56-011808, 24-56-011811, 25-56-  
10   000197 and 25-56-000199 are Simple Property  
11   Management Group LLC, Ana M. Guzman Rodriguez,  
12   Douglass Michael Chappelear, M3 Visionary Group LLC  
13   and Alexander Morales. Item No. 12, Case Nos. 20-56-  
14   003828, 20-56-003834, 21-56-013368, 20-56-003837 was  
15   withdrawn.]

16   \*\*\*

17   Report of Commission Counsel - Proposed Adjudication  
18                   and Order

19   MR. PICARELLA:

20                   The first thing in my report is Item  
21                   14, Jay Kamin, Case No. 23-56-011492.  
22                   Based on discussion in Executive  
23                   Session, I believe the Commission Chair  
24                   would entertain a motion to direct  
25                   Counsel to draft a final Adjudication

1 and Order in this matter consistent  
2 with discussions in Executive Session.

3 CHAIR SAMPSON:

4 Commissioner Johnson, is there a  
5 motion?

6 MR. JOHNSON:

7 Yes.

8 CHAIR SAMPSON:

9 Commissioner Ferrera, is there a  
10 second?

11 MR. FERRARA:

12 Second.

13 CHAIR SAMPSON:

14 Madam Administrator, please call the  
15 roll.

16  
17 Kyle Sampson, aye; Annie Hanna Cestra,  
18 aye; Guy Saxton, aye; Joseph Tarantino,  
19 aye; Jeffery Johnson, aye; Armand  
20 Ferrera, aye; Paul Edger, aye; Arion  
21 Claggett, aye.

22 [The motion carried unanimously.]

23 \*\*\*

24 MR. PICARELLA:

25 Item No. 15 is Michael Solomon, Case

1 No. 21-56-019292. Based upon  
2 discussions in Executive Session, I  
3 believe the Commission Chair would  
4 entertain a motion to adopt the hearing  
5 examiner's proposed Adjudication and  
6 Order in this matter and direct Counsel  
7 to prepare the Commission's final  
8 order.

9 CHAIR SAMPSON:

10 Commissioner Cestra, is there a motion?

11 MS. CESTRA:

12 So moved.

13 CHAIR SAMPSON:

14 Commissioner Tarantino, is there a  
15 second?

16 MR. TARANTINO:

17 Second.

18 CHAIR SAMPSON:

19 Madam Administrator, please call the  
20 roll.

21

22 Kyle Sampson, aye; Annie Hanna Cestra,  
23 aye; Guy Saxton, aye; Joseph Tarantino,  
24 aye; Jeffery Johnson, aye; Armand  
25 Ferrara, aye; Paul Edger, aye; Arion

1                   Claggett, aye.

2   [The motion passed unanimously.]

3                                   \*\*\*

4   Report of Commission Counsel - Final Adjudication and  
5       Order

6   MR. PICARRELA:

7                           Item No. 16, The Law Offices of George  
8                           Kosopoulos, LLC and George Kotsopoulos,  
9                           Case Nos. 21-56-016659 and 24-56-  
10                          007552. Based upon discussions in  
11                          Executive Session, I believe the  
12                          Commission Chair would entertain a  
13                          motion to approved the final  
14                          Adjudication and Order in this matter  
15                          and direct Counsel to issue it as the  
16                          final order of the Commission.

17   CHAIR SAMPSON:

18                          Commissioner Saxton, is there a motion?

19   MR. SAXTON:

20                          So moved.

21   CHAIR SAMPSON:

22                          Commissioner Tarantino, is there a  
23                          second?

24   MR. TARANTIONS:

25                          Second.

1 CHAIR SAMPSON:

2 Madam Administrator, please call the  
3 roll.

4  
5 Kyle Sampson, aye; Annie Hanna Cestra,  
6 aye; Guy Saxton, aye; Joseph Tarantino,  
7 aye; Jeffery Johnson, aye; Armand  
8 Ferrara, aye; Paul Edger, aye; Arion  
9 Claggett, aye.

10 [The motion passed unanimously. Mr. Picarella stated  
11 the sanction in the matter is a civil penalty of  
12 \$10,000 against each respondent. Respondent George  
13 Kotsopoulos will be required to take six hours of  
14 continuing education on the subject of office  
15 management due to a failure to supervise a licensee.]

16 \*\*\*

17 MR. PICARELLA:

18 Item No. 17, Vijay Peethambaram, Case  
19 No. 19-56-006421. Based upon  
20 discussions in Executive Session, I  
21 believe the Commission Chair would  
22 entertain a motion to approve the final  
23 Adjudication and Order in this manner  
24 and direct Counsel to issue it as the  
25 final order of the Commission.

1 CHAIR SAMPSON:

2 Commissioner Ferrara, is there a  
3 motion?

4 MR. FERRARA:

5 So moved.

6 CHAIR SAMPSON:

7 Commissioner Tarantino, is there a  
8 second?

9 MR. TARANTINO:

10 Second.

11 CHAIR SAMPSON:

12 Madam Administrator, please call the  
13 roll.

14

15 Kyle Sampson, aye; Annie Hanna Cestra,  
16 aye; Guy Saxton, aye; Joseph Tarantino,  
17 aye; Jeffery Johnson, aye; Armand  
18 Ferrara, aye; Paul Edger, aye; Arion  
19 Claggett, aye.

20 [The motion carried unanimously.]

21 \*\*\*

22 MR. PICARELLA:

23 Item No. 18, Matthew Thomas McMillan,  
24 Case No. 21-56-016658. Based upon  
25 discussions in Executive Session, I

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

6 CHAIR SAMPSON:

7 Commissioner Johnson, is there a  
8 motion?

9 MR. JOHNSON:

10 So moved.

11 CHAIR SAMPSON:

12 Commissioner Tarantino, is there a  
13 second?

14 MR. TARANTINO:

15 Second.

16 CHAIR SAMPSON:

17 Madam Administrator, please call the  
18 roll.

19  
20 Kyle Sampson, aye; Annie Hanna Cestra,  
21 aye; Guy Saxton, aye; Joseph Tarantino,  
22 aye; Jeffery Johnson, aye; Armand  
23 Ferrara, aye; Paul Edger, aye; Arion  
24 Claggett, aye.

25 [The motion carried unanimously.]



\*\*\*

Report of Commission Counsel - Motions

MR. PICARELLA:

Item No. 19, Samuel Delacruz, Case No. 23-56-006495. Based upon deliberations in Executive Session, I believe the Commission Chair would entertain a motion to grant the Commonwealth's Motion to Deem Facts Admitted and direct Commission Counsel to draft a final Adjudication and Order in accordance with the discussions in Executive Session.

CHAIR SAMPSON:

Commissioner Cestra, is there a motion?

MS. CESTRA:

So moved.

CHAIR SAMPSON:

Commissioner Saxton, is there a second?

MR. SAXTON:

Second.

CHAIR SAMPSON:

Madam Administrator, please call the roll.

1 Kyle Sampson, aye; Annie Hanna Cestra,  
2 aye; Guy Saxton, aye; Joseph Tarantino,  
3 aye; Jeffery Johnson, aye; Armand  
4 Ferrara, aye; Paul Edger, aye; Arion  
5 Claggett, aye.

6 [The motion carried unanimously.]

7 \*\*\*

8 MR. PICARELLA:

9 Item No. 20, Brett Grossman, Case No.  
10 23-56-010450. Based upon deliberations  
11 in Executive Session, I believe the  
12 Commission Chair would entertain a  
13 motion to grant the Commonwealth's  
14 Motion to Deem Facts Admitted and to  
15 direct the Commission Counsel to draft  
16 a final Adjudication and Order in  
17 accordance with discussions in  
18 Executive Session.

19 CHAIR SAMPSON:

20 Commissioner Ferrara, is there a  
21 motion?

22 MR. FERRARA:

23 So moved.

24 CHAIR SAMPSON:

25 Commissioner Tarantino, is there a

1 second?

2 MR. TARANTINO:

3 Second.

4 CHAIR SAMPSON:

5 Madam Administrator, please call the  
6 roll.

7

8 Kyle Sampson, aye; Annie Hanna Cestra,  
9 aye; Guy Saxton, aye; Jeffery Johnson,  
10 aye; Armand Ferrara, aye; Paul Edger,  
11 aye; Arion Claggett, aye.

12 [The motion carried unanimously.]

13 \*\*\*

14 Regulatory Report

15 [Mark Farrell, Esquire, Office Chief Counsel,  
16 Department of State, presented the regulatory report,  
17 focused on the proposed annex changes for the General  
18 Revisions, 16A-5616. He stated most revisions were  
19 administrative changes to match the guidelines.

20 Mr. Farrell referred the Commission to page 25 of  
21 the annex, section 35.245 regarding the display of  
22 licenses in office. In its October 2025 meeting, the  
23 Commission voted to strike the entire section. He  
24 stated the statute calls for the display of licenses.  
25 Mr. Farrell proposed the Commission keep the section

1 and use relaxed language of "maintaining" which was  
2 originally proposed. The Commission discussed the  
3 meaning of "display". It was concluded "maintaining"  
4 would replace "display". This would allow offices to  
5 decide on how they wanted to display licenses such as  
6 in a book, on the wall, or on a computer.

7       The second point was on page 36, section 35.292  
8 under "Duties of licensees generally." Mr. Farrell  
9 stated the change in the section would be the  
10 insertion of "notify within 48 hours of receiving all  
11 written offers, counteroffers, etc." He added, in  
12 October, there did not seem to be a consensus on  
13 using the timeline of 48 hours. He attempted to  
14 soften the 48-hour language by adding phrasing at the  
15 end of subpart A3 of 35.292 which stated "or has  
16 otherwise directed, in writing, how and when such  
17 notification is to be made." He stated this would  
18 require notification within 48 hours unless the  
19 seller has agreed otherwise in written documentation.

20       Ms. Cestra preferred it be "timely" as the  
21 statute says as in some markets, 48 hours is too long  
22 of a time to present an offer due to the number of  
23 offers received. Mr. Picarella added the problem  
24 with "timely" is that it becomes subjective and could  
25 be argued. He further added the idea of 48 hours is

1 to make sure people are not sitting on offers and are  
2 communicating with their clients.

3       The Commission discussed what constitutes an  
4 offer and situations in which 48 hours might not  
5 apply. Hank Lerner, Esquire, PAR, added the PAR  
6 preferred in the past to not have the 48-hour  
7 language included. He added the extra language at  
8 the end of A3 helps to identify scenarios where a  
9 client may not want to be informed in the 48-hour  
10 window. Mr. Lerner suggested changes in wording of  
11 "notify" versus "present" and eliminating an extra  
12 "in writing," which appeared in another line.

13       Mr. Farrell summarized the changes to say "notify  
14 the consumer, within 48 hours of receipt, all written  
15 offers, counteroffers, notices and communications to  
16 and from the parties, unless the property is subject  
17 to an existing contract and the seller/landlord has  
18 agreed in a written waiver or has otherwise directed  
19 in writing how and when such notification is to be  
20 made."

21       Mr. Farrell directed the Commission to page 37  
22 related to the business name on advertisements. He  
23 stated the Commission had discussed in October  
24 changes to deal with social media, electronic  
25 advertising and one click away. He researched the

1 topic to develop quick language to cover the subject.  
2 He recommended not adding language at the current  
3 time to keep the regulation moving and for the  
4 Commission regulations committee to include it in a  
5 separate package. The Commission agreed to start a  
6 different package in the future to deal with social  
7 media and electronic advertising.

8 Mr. Farrell next directed the Commission to page  
9 41, section 35.323. He explained, based on  
10 discussion in October, the section was to be struck  
11 in its entirety with part of the language moving into  
12 the next page, section 35.333 regarding escrows under  
13 the "Agreements of sale." Mr. Lerner confirmed the  
14 language reflects information PAR has had in  
15 agreements of sale. He added the language reflects  
16 the current practice.

17 Mr. Farrell asked if there were any other  
18 questions or concerns related to the annex. Mr.  
19 Michalowski stated apprehensions concerning section  
20 35.286 regarding records retention. He asked what  
21 the definition of "transaction" was from a  
22 prosecutorial standpoint. He added people would say  
23 a transaction is when something is signed like a  
24 lease or agreement of sale. He further added his  
25 office sees many issues where someone has signed a

1 contract to be a person's broker or salesperson but  
2 then does not do anything. When his office asks for  
3 the documents regarding the contract, the person will  
4 often say it was not a transaction. He asked if the  
5 language could include a reference to the written  
6 agreements section to show all documentation which  
7 needs retained, not just transactions. Mr. Farrell  
8 will draft language to capture what Mr. Michalowski's  
9 request.

10 Mr. Farrell requested approval from the  
11 Commission for Mr. Farrell to move forward with the  
12 proposed rulemaking package as currently written.  
13 Additional revision may be made.]

14 \*\*\*

15 MR. PICARELLA:

16 I believe the Commission Chair would  
17 entertain a motion to approve the  
18 proposed annex with the changes that  
19 were discussed today with Regulatory  
20 Counsel for regulation number 16A-5616  
21 General Revisions and direct Regulatory  
22 Counsel to proceed with the proposed  
23 rulemaking process.

24 CHAIR SAMPSON:

25 Commissioner Cestra, is there a motion?

1 MS. CESTRA:

2 So moved.

3 CHAIR SAMPSON:

4 Commissioner Ferrara, is there a  
5 second?

6 MR. FERRARA:

7 Second.

8 CHAIR SAMPSON:

9 Madam Administrator, please call the  
10 roll.

11

12 Kyle Sampson, aye; Annie Hanna Cestra,  
13 aye; Guy Saxton, aye; Joseph Tarantino,  
14 aye; Jeffery Johnson, aye; Armand  
15 Ferrara, aye; Paul Edger, aye; Arion  
16 Claggett, aye.

17 [The motion carried unanimously.]

18 \*\*\*

19 Report of the Commission Chairperson

20 [Kyle Sampson, Chair, Public Member, reported on  
21 communications with the Executive Director of the  
22 Governor's Office of Latino Affairs. The Office is  
23 interested in moving forward with getting more  
24 documents in Spanish. He asked if Bill Lublin,  
25 President, Pennsylvania Association of Realtors,



1 would be able to assist with the project. Mr. Lublin  
2 replied he had referred it to his counselor and they  
3 were on track to help. Chair Sampson stated he would  
4 put the Governor's Office in touch with Mr. Lublin.]

5 \*\*\*

6 Report of Commissioner - No Report

7 \*\*\*

8 Report of Commission Administrator

9 [Deon Bowers, Commission Administrator, reported the  
10 Continuing Education audit was still ongoing, and  
11 there are some who failed the audit. The prosecution  
12 team is sending out letters. She reminded all, if  
13 someone receives a letter, it is legitimate and they  
14 do need to respond accordingly.]

15 \*\*\*

16 Appointment - Jessica M. Hickok, CEO, ARELLO

17 [Jessica Hickok, Chief Executive Officer, Association  
18 of Real Estate License Law Officials (ARELLO), gave a  
19 brief introduction of herself and stated she was  
20 there to give the Commission an introduction to  
21 ARELLO and invite them to attend the upcoming  
22 conference in Miami. She stated ARELLO has been  
23 around since 1930 and recently has worked on a new  
24 brand to bolster awareness of themselves as a trusted  
25 data source to their real estate commissions. They

1 host different databases related to real estate  
2 regulation. The biggest one is the license  
3 verification system in which most ARELLO's states  
4 participate in but not Pennsylvania. She added there  
5 is no charge for real estate commissions to use the  
6 system, and she hoped the Commission would consider  
7 sharing their public licensure data. She further  
8 added they have a number of prop tech companies and  
9 MLS who use the API for ARELLO's data to verify  
10 licenses.

11 Ms. Hickock informed the Commission of a second  
12 database, the Disciplinary Action Database (DADB).  
13 The DADB is not a public database and only ARELLO  
14 members can use it. The DADB compiles disciplinary  
15 actions and can be used as a verification tool for  
16 real estate commissions. She added the DADB can be  
17 used as a tool for ARELLO to help craft education for  
18 people using ARELLO for credentials.

19 Ms. Hickok explained ARELLO works with educators  
20 on Certified Distance Educator Instructor (CDEI)  
21 credentials. ARELLO certifies many online distance  
22 education courses for validity and to verify they fit  
23 state requirements. ARELLO also has a commissioner  
24 college to assist with commissioner training. She  
25 added ARELLO compiles all of the information it

1 receives, and offers the research papers and reports  
2 generated to members through their website.

3 Ms. Hickok shared some of the activities at  
4 ARELLO's conferences include keynote speakers,  
5 roundtables, and administrative panels. She added  
6 many activities are done in collaboration with the  
7 National Association of Realtors as well as other  
8 industry groups.

9 Ms. Cestra asked about reciprocity between  
10 states. She stated Pennsylvania is only reciprocal  
11 with five states. She inquired if ARELLO could  
12 explain why there were not more reciprocal states and  
13 if it had happened in other areas besides  
14 Pennsylvania where people just opted out.

15 Ms. Hickok did not have an answer but would  
16 follow up. She added most states rely on ARELLO  
17 accreditation while Pennsylvania uses Pearson Vue as  
18 their exam provider. She stated ARELLO is working  
19 with Pearson Vue to make the accreditation stronger.  
20 Job Task Analysis (JTA) is used to help build exams  
21 and is created by exam providers. Most exams are  
22 built by providers who are not familiar with real  
23 estate, so ARELLO is working on strengthening the JTA  
24 and write their own JTA to improve the validity of  
25 national exams. Improving the validity of the exams

1 will increase reciprocity between states.

2 Ms. Cestra wanted to know if claimants' names are  
3 mentioned in the legal database. She questioned if  
4 there was a database where someone could look up  
5 different cases and what occurred, not just a  
6 particular person.

7 Ms. Hickok responded the disciplinary action  
8 database logs only the disciplinary action against  
9 the licensee and the information comes from the  
10 direct feed from a state's database. She had ARELLO  
11 does have a case law library which refers to case  
12 laws. The cases in the library are mostly from  
13 ARELLO's law and policy committee and have come  
14 through the Attorney General's Office on case laws  
15 related to the industry.

16 Mr. Johnson was concerned about reciprocity as  
17 early on there were 10 to 15 states reciprocal to  
18 Pennsylvania, and the current number of five is  
19 disheartening. Ms. Cestra responded her  
20 understanding from Ms. Hickok was more universal CE  
21 and test requirements would help. There was some  
22 debate over the number of states generally  
23 reciprocal, and Ms. Hickok offered to investigate it  
24 further for the Commission.

25 Ms. Hickock thanked the Commission for having her

1 and reiterated she would like them to join her at  
2 ARELLO's conference.]

3 \*\*\*

4 Miscellaneous - Selection of 2 Commissioners to  
5 attend

6 ARELLO National Conference in Miami

7 [The Commission discussed personal availability for  
8 the ARELLO National Conference September 9-11, 2025,  
9 and the number of Commissioners would be permitted to  
10 attend.]

11 MR. TARANTINO:

12 I'll make a motion that we send Armand  
13 Ferrara and Jeffery Johnson to the  
14 ARELLO meeting in Miami in September.

15 CHAIR SAMPSON:

16 Commissioner Saxton, is there a second?

17 MR. SAXTON:

18 Second.

19 CHAIR SAMPSON:

20 Madam Administrator, please call the  
21 roll.

22  
23 Kyle Sampson, aye; Annie Hanna Cestra,  
24 aye; Guy Saxton, aye; Joseph Tarantino,  
25 aye; Jeffery Johnson, aye; Armand

1                   Ferrara, aye; Paul Edger, aye; Arion  
2                   Claggett, aye.

3 [The motion carried unanimously.]

4                                   \*\*\*

5 Report of Committees - Education/Examination  
6 Committee

7 MR. PICARELLA:

8                   The first one is Item No. 23, the  
9                   broker application to sit for the  
10                  broker examination of Tucker Crockett.

11                  Based upon discussions in Executive  
12                  Session, I believe the Commission Chair  
13                  would entertain a motion to approve the  
14                  application of Tucker Crockett to sit  
15                  for the broker multi-licensure by  
16                  examination.

17 CHAIR SAMPSON:

18                  Commissioner Cestra, is there a motion?

19 MS. CESTRA:

20                  So moved.

21 CHAIR SAMPSON:

22                  Commissioner Saxton, is there a second?

23 MR. SEXTON:

24                  Second.

25 CHAIR SAMPSON:

1 Madam Administrator, please call the  
2 roll.

3  
4 Kyle Sampson, recuse; Annie Hanna  
5 Cestra, aye; Guy Saxton, aye; Joseph  
6 Tarantino, aye; Jeffery Johnson, aye;  
7 Armand Ferrara, aye; Paul Edger, aye;  
8 Arion Claggett, aye.

9 [The motion carried. Kyle Sampson recused himself  
10 from deliberations and voting on the motion.]

11 \*\*\*

12 MR. PICARELLA:

13 Item No. 24 is the request for an  
14 accommodation on the salesperson  
15 examination of Antranig Keshgegian.

16 Based upon discussions in Executive  
17 Session, I believe the Commission Chair  
18 would entertain a motion to approve the  
19 request of Antranig Keshgegian for an  
20 examination special accommodation and  
21 issue the real estate salesperson's  
22 license to the applicant.

23 CHAIR SAMPSON:

24 Commissioner Cestra, is there a motion?

25 MS. CESTRA:

1 So moved.

2 CHAIR SAMPSON:

3 Commissioner Sexton, is there a second?

4 MR. SEXTON:

5 Second.

6 CHAIR SAMPSON:

7 Madam Administrator, please call the  
8 roll.

9

10 Kyle Sampson, aye; Annie Hanna Cestra,  
11 aye; Guy Saxton, aye; Joseph Tarantino,  
12 aye; Jeffery Johnson, aye; Armand  
13 Ferrara, aye; Paul Edger, aye; Arion  
14 Claggett, aye.

15 [The motion carried unanimously.]

16 \*\*\*

17 MR. PICARELLA:

18 Item no. 25, the application to be  
19 named as education provider director of  
20 Alona Marie Eichner.

21 Based upon discussions in Executive  
22 Session, I believe the Commission Chair  
23 would entertain a motion to approve the  
24 application of Alona Marie Eichner to  
25 be named the education provider



1 director of WebCE, Inc.

2 CHAIR SAMPSON:

3 Is there a motion Commissioner Cestra?

4 MS. CESTRA:

5 So moved.

6 CHAIR SAMPSON:

7 Commissioner Saxton, is there a second?

8 MR. SAXTON:

9 Second.

10 CHAIR SAMPSON:

11 Madam Administrator, please call the  
12 roll.

13

14 Kyle Sampson, aye; Annie Hanna Cestra,  
15 aye; Guy Saxton, aye; Joseph Tarantino,  
16 aye; Jeffery Johnson, aye; Armand  
17 Ferrara, aye; Paul Edger, aye; Arion  
18 Claggett, aye.

19 [The motion carried unanimously.]

20 \*\*\*

21 MR. PICARELLA:

22 Item No. 26 is the application to be  
23 approved as a continuing education  
24 course of Mortgage Faux Pas and Mastery  
25 of Closing Day.

1                   Based upon discussions in Executive  
2                   Session, I believe the Commission Chair  
3                   would entertain a motion to  
4                   provisionally deny the application of  
5                   Mortgage Faux Pas and Mastery of  
6                   Closing Day to be approved as a real  
7                   estate education course and direct  
8                   Counsel to draft a letter to the  
9                   application in accordance with  
10                  discussions in Executive Session.

11 CHAIR SAMPSON:

12                   Commissioner Johnson, is there a  
13                   motion?

14 MR. JOHNSON:

15                   So moved.

16 CHAIR SAMPSON:

17                   Commissioner Ferrara, is there a  
18                   second?

19 MR. FERRARA:

20                   Second.

21 CHAIR SAMPSON:

22                   Madam Administrator, please call the  
23                   roll.

24

25                   Kyle Sampson, aye; Annie Hanna Cestra,

1                   aye; Guy Saxton, aye; Joseph Tarantino,  
2                   aye; Jeffery Johnson, aye; Armand  
3                   Ferrara, aye; Paul Edger, aye; Arion  
4                   Claggett, aye.

5 [The motion carried unanimously.]

6   \*\*\*

7 Report of Committees - Enforcement Committee

8 MR. PICARELLA:

9                   We are on to the Enforcement Committee.  
10                  No. 27, the application review of  
11                  Anthony Fuentes.

12                  Based upon discussions in Executive  
13                  Session, I believe the Commission Chair  
14                  would entertain a motion to direct  
15                  Counsel to draft a letter to the  
16                  applicant in accordance with  
17                  discussions in Executive Session.

18 CHAIR SAMPSON:

19                  Commissioner Ferrara, is there a  
20                  motion?

21 MR. FERRARA:

22                  So moved.

23 CHAIR SAMPSON:

24                  Commissioner Tarantino, is there a  
25                  second?

1 MR. TARANTINO:

2 Second.

3 CHAIR SAMPSON:

4 Madam Administrator, please call the  
5 role.

6

7 Kyle Sampson, aye; Annie Hanna Cestra,  
8 aye; Guy Saxton, aye; Joseph Tarantino,  
9 aye; Jeffery Johnson, aye; Armand  
10 Ferrara, aye; Paul Edger, aye; Arion  
11 Claggett, aye.

12 [The motion carried unanimously.]

13 \*\*\*

14 MR. PICARELLA:

15 Item No. 28, William Lake.

16 Based upon discussions in Executive  
17 Session, I believe the Commission Chair  
18 would entertain a motion to direct  
19 Counsel to draft a letter to the  
20 applicant in accordance with  
21 discussions in Executive Session.

22 CHAIR SAMPSON:

23 Commissioner Tarantino, is there a  
24 motion?

25 MR. TARANTINO:

1                   So moved.

2 CHAIR SAMPSON:

3                   Commissioner Ferrara, is there a  
4                   second?

5 MR. FERRARA:

6                   Second.

7 CHAIR SAMPSON:

8                   Madam Administrator, please call the  
9                   roll.

10

11                   Kyle Sampson, aye; Annie Hanna Cestra,  
12                   aye; Guy Saxton, aye; Joseph Tarantino,  
13                   aye; Jeffery Johnson, aye; Armand  
14                   Ferrara, aye; Paul Edger, aye; Arion  
15                   Claggett, aye.

16 [The motion carried unanimously.]

17                   \*\*\*

18 MR. PICARELLA:

19                   Item No. 29, Megan McQueen.

20                   Based upon discussions in Executive  
21                   Session, I believe the Commission Chair  
22                   would entertain a motion to direct  
23                   Counsel to draft a letter to the  
24                   applicant in accordance with the  
25                   discussions in Executive Session.

1 CHAIR SAMPSON:

2 Commissioner Ferrara, is there a  
3 motion?

4 MR. FERRARA:

5 So moved.

6 CHAIR SAMPSON:

7 Commissioner Tarantino, is there a  
8 second?

9 MR. TARANTINO:

10 Second.

11 CHAIR SAMPSON:

12 Madam Administrator, please call the  
13 roll.

14

15 Kyle Sampson, aye; Annie Hanna Cestra,  
16 aye; Guy Saxton, aye; Joseph Tarantino,  
17 aye; Jeffery Johnson, aye; Armand  
18 Ferrara, aye; Paul Edger, aye; Arion  
19 Claggett, aye.

20 [The motion carried unanimously.]

21 \*\*\*

22 MR. PICARELLA:

23 Item No. 30, Vincent Besash was an  
24 informal conference.

25 Based upon the informal conference

1 and based upon discussion in Executive  
2 Session, I believe the Commission Chair  
3 would entertain a motion to direct  
4 Counsel to draft a letter to the  
5 applicant in accordance with  
6 discussions in Executive Session.

7 CHAIR SAMPSON:

8 Commissioner Ferrara, is there a  
9 motion?

10 MR. FERRARA:

11 So moved.

12 CHAIR SAMPSON:

13 Commissioner Tarantino, is there a  
14 second?

15 MR. TARANTINO:

16 Second.

17 CHAIR SAMPSON:

18 Madam Administrator, please call the  
19 roll.

20  
21 Kyle Sampson, aye; Annie Hanna Cestra,  
22 aye; Guy Saxton, aye; Joseph Tarantino,  
23 aye; Jeffery Johnson, aye; Armand  
24 Ferrara, aye; Paul Edger, aye; Arion  
25 Claggett, aye.

1 [The motion carried unanimously.]

2 \*\*\*

3 Old/New Business - No Comments

4 \*\*\*

5 Public Comment

6 [Bill Lublin, President, Pennsylvania Association of  
7 Realtors (PAR), introduced himself. He updated the  
8 Commission on the recent activities of PAR. PAR had  
9 200 members meet with 120 legislators during the  
10 month of June 2025 during their day on the Hill to  
11 discuss issues and bills to advance legislation  
12 critical to their business and clients. PAR supports  
13 several House and Senate Bills related to first-time  
14 homebuyer incentive programs, including the first-  
15 time homebuyer savings account and the state real  
16 estate transfer tax exemption for first-time  
17 homebuyers.

18 Bill 838, the Private Licensed  
19 School Act Amendment, was discussed. The Bill would  
20 amend the Private Licensed School Act of 1986 to  
21 exempt real estate and appraiser schools from the  
22 definition of private licensed schools. Senate Bill  
23 838 certifies the Department of State is the sole  
24 regulator for real estate and appraiser schools and  
25 makes no changes to the current oversight and



1 regulatory process administered by the state  
2 licensing plans. The Bill passed out of the Senate  
3 and awaits consideration by the House.

4 Mr. Lublin was asked to bring to the Commission's  
5 attention the phone number the regulations say must  
6 be included in the real estate recovery fund notice  
7 in the consumer notice agreement if sale and agency  
8 agreements is no longer an active number. He stated  
9 the regulations need to be updated. He inquired if  
10 the Commission could provide guidance as to if it  
11 would be acceptable to update the forms with a  
12 different number prior to the regulations being  
13 changed; and if so, what number should be used.

14 Ms. Bowers provided the correct number as 1-833-  
15 DOS-BPOA. Mr. Lublin asked if the Commission would  
16 go on record to allow PAR to update their forms with  
17 the new number in case anyone chose to quibble with  
18 them over the number versus the number in the  
19 regulation. It was noted the Commission and Counsel  
20 could not give advisory opinions.

21 Mr. Lublin asked where the Commission was on  
22 writing new wholesaling regulations. He was informed  
23 questions on wholesaling regulations would have to be  
24 deferred to Regulatory Counsel Mark Farrell, who was  
25 no longer in the meeting. A note was made for Mr.

1 Farrell to provide an update at the next meeting.]

2 \*\*\*

3 [Chair Sampson thanked and welcomed the Attorney  
4 General's interns for attending the meeting and  
5 wished them well in their future endeavors.]

6 \*\*\*

7 Adjournment

8 CHAIR SAMPSON:

9 Commissioner Ferrara, is there a motion  
10 to adjourn this meeting of the  
11 Pennsylvania Real Estate Commission  
12 until August 5, 2025?

13 MR. FERRARA:

14 So moved.

15 [There being no further business, the State Real  
16 Estate Commission Meeting adjourned at 12:00 p.m.]

17 \*\*\*

18

19

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21

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25

## 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  
July 9, 2025

TIME	AGENDA
9:00	Executive Session
10:20	Return to Open Session
10:20	Official Call to Order
10:21	Roll Call/Introduction of Attendees
10:23	Pledge of Allegiance
10:24	Approval of Minutes
10:25	Report of Prosecutorial Division
10:51	Report of Commission Counsel
10:59	Regulatory Report
11:28	Report of Commission Chairperson
11:29	Report of Commission Administrator
11:30	Appointment
11:46	Committees
11:55	Public Comment
12:00	Adjournment