Duncan MacKenzie
Welcome everybody. Denise, are you going to take an actual roll call or you will just mark their names down from what you see on the screen?

1
Denise Tidings alb99-505@dos.ny.gov 00:00:25.440 --> 00:00:31.705
You can go ahead and go through the attendance as you normally would if you use the updated agenda, that should have the names there. And, maybe we should have the Department staff introduce themselves today since we do have a new member.

2
Duncan MacKenzie 00:00:32.965 --> 00:00:35.005
Okay, very well, then I will run through the board members first.

3
alb99-505@dos.ny.gov 00:00:35.665 --> 00:00:35.965
So.

4
Duncan MacKenzie 00:00:36.715 --> 00:00:41.305
Do our newest member last so they can give us a bit of background so.

5
Duncan MacKenzie 00:00:47.635 --> 00:00:48.865
Edwin Clark?

Ewin Clark
Here.

Duncan MacKenzie
Here. Dherminder Bashin?

6
Duncan MacKenzie 00:00:51.624 --> 00:00:52.584
Sandra Erickson?
Here.

Think Greg's camera is not on, but he's here with us.

Yep.

Neil Garfinkel?

Here.

Dale Burnett, here? Diane Ramirez?

Here.

Trisha Ocona Francis?

And, Dave Dworkin?

And then we have joining us today for the first time, and I'm going to mispronounce your name so I'm going to apologize in advance and you can correct me afterwards, Sandhya Espitia.

You're muted.

We can hear you.
17
John Goldman alb99-505@dos.ny.gov 00:01:43.155 --> 00:01:48.495
No, no I think the new member is muted.

18
Denise Tidings alb99-505@dos.ny.gov 00:01:49.904 --> 00:01:50.114
I just heard her. She said I think I am muted.

19
John Goldman alb99-505@dos.ny.gov 00:01:50.744 --> 00:01:56.264
No, I think it was one of the other members that

Denise Tidings
Oh, okay. I thought she said that.

20
Duncan MacKenzie 00:01:59.924 --> 00:02:00.674
Still muted?

21
John Goldman alb99-505@dos.ny.gov 00:02:00.674 --> 00:02:05.474
Duncan, I think she's muted. If you can, if she can hear us, if you
can let her know.

22
Duncan MacKenzie 00:02:06.404 --> 00:02:06.764
Up.

23
Sandhya Espitia 00:02:07.725 --> 00:02:11.295
I can hear everybody, but can you guys hear me?

24
alb99-505@dos.ny.gov 00:02:11.355 --> 00:02:12.615
Oh, there you are yeah. Yeah.

25
Sandhya Espitia 00:02:12.975 --> 00:02:14.115
Great, thank you.

26
Duncan MacKenzie 00:02:14.325 --> 00:02:15.585
Was I close with your name or no?

27
Jodi DeLollo 00:02:15.585 --> 00:02:16.065
No.

28
Sandhya Espitia 00:02:16.965 --> 00:02:19.635
It is Sandhya, so you were very close.
Um.

I’m having trouble

With my camera here, so

So.

Hopefully, I will be able to fix that throughout the meeting, but good afternoon and

Thank you everyone, it is great to meet you. My name is Sandhya Espitia. I am the Chief Operating Officer of REBNY here in New York City. I have served the real estate industry for over a decade, always on the trade association side of the business. Prior to joining REBNY, I worked as Global VP at

ICSC here in New York City, which is the trade association for retail real estate.

At the time I served about 60,000 members, developers, investors, and brokers in five different continents. So, I joined ICSC about ten years ago and then I joined REBNY about five years ago.
And today I oversee 15,000 members, and all the programs and services that we have in place for them.

Here in New York City. Today we're 100% focused on the launch of City Snap, which will be the first consumer site developed by the industry, and for the industry, and we're all about democratizing data, consumer transparency and, of course, compliance with fair housing.

I'm thrilled to be here. I'm happy to be a part of this Board, and I truly look forward to serving the people of New York, and all the licensees that contribute to our

All right.

So, thank you.

Well, thank you and welcome. All right. Moving along with our agenda. You all received the November minutes.

Does anyone have any corrections?

Corrections?

All right, hearing none and seeing none, the minutes are approved as delivered to you. Now, moving to Department and subcommittee reports, the first one is the enforcement report with John Goldman.
John Goldman
Okay, did we need to identify the staff here, Denise, no?

50
Duncan MacKenzie 00:04:20.674 -- 00:04:21.515
Yeah, why don't you? That would be great.

51
Denise Tidings alb99-505@dos.ny.gov 00:04:21.965 -- 00:04:24.605
Yeah, do you want to?

52
Denise Tidings alb99-505@dos.ny.gov 00:04:26.194 -- 00:04:35.074
And, Jodi, do you want to introduce yourself first and then Dave? And, is there anyone else? Emily and Shannon didn't introduce themselves.

53
Jodi DeLollo 00:04:36.514 -- 00:04:42.634
Sure, I'm Jodi DeLollo. I'm the Director of the Division of Licensing Services. Good afternoon, everyone, and welcome.

54
David Mossberg 00:04:45.604 -- 00:04:47.104
Hi, I'm Dave Mossberg.

55
David Mossberg 00:04:47.134 -- 00:04:50.164
I am the Program Attorney for the Division of Licensing.

56
Trisha Ocona 00:04:54.425 -- 00:04:56.735
Tricia Ocona, board member. Good morning.

57
Duncan MacKenzie 00:04:59.465 -- 00:04:59.945
Good morning.

58
Denise Tidings alb99-505@dos.ny.gov 00:04:59.975 -- 00:05:05.015
Okay, great. We're just going through Departmental staff.

59
Jodi DeLollo 00:05:06.065 -- 00:05:08.015
We have Alison Lacy. Alison?

60
Alison Lacy 00:05:11.135 -- 00:05:16.595
Hello, my name is Alison Lacy and I'm a Senior Licensing Examination Specialist.
We have Emily Lupe.

Good afternoon, this is Emily Lupe. I work with the Processing Unit as an Associate License Examination Specialist.

We have Ernest Delaney.

Do you have everybody in Albany identified?

Just online we have Ernita and Ernest from our New York City office. Um, and we have Paula Brian.

All right.

Yes, this is Paula. I'm the Director of the Division of Consumer Protection. We are a separate division in the Department of State and our role is to serve as the consumer voice on the Board.

Yes, and good afternoon. My name is Ernita Gantt and I'm Chief Investigator with the Division of Licensing Services. Thank you.

Um, okay, and then if we have everyone there. I'm Denise Tidings.

Shannon
Denise Tidings 00:06:23.194 --> 00:06:26.584
Oh sorry, Shannon. Go ahead, Shannon.

Shannon Maguire 00:06:27.634 --> 00:06:35.194
Hi, this is Shannon Maguire. I'm an Associate Licenses Exam Specialist. I'm working with the examination and education. Thank you.

Denise Tidings 00:06:39.005 --> 00:06:40.085
Okay, anyone else?

Denise Tidings 00:06:42.754 --> 00:07:01.984
Okay, then we'll go around the table here. I'll start. Um, I'm Denise Tidings. I'm a Senior Licensed Examination Specialist for the Division, and, also, the Board Coordinator for Licensing Services.

Marcella Rose
My name is Marcella Rose and I'm a Senior License Examination Specialist with the Division of Licensing Services.

John Goldman 00:07:03.934 --> 00:07:25.024
Hi, my name is John Goldman. I'm the Supervisor of Licensing Services. I also serve as the Deputy Chief Investigator under Chief Gantt. Ernest Delaney, who didn't speak up, I believe. He is my counterpart Downstate.

Craig Evans
I'm Craig Evans. I'm an investigator for the Department of State.

Jenna Berschwinger
I'm Jenna Berschwinger. I'm also an investigator for the Division of Licensing.

Laura VanEpp
I'm an investigator for the Division of Licensing.

Duncan MacKenzie 00:07:35.435 --> 00:07:37.355
Ed Clark has joined us as well.

Duncan MacKenzie 00:07:41.885 --> 00:07:45.455
All right, I think everybody is introduced. John, go ahead with your report.
Okay, the enforcement report that I prepared for you is kind of in two components. I'm going to first, kind of give you some statistics on complaints received since the last meeting, which I have as November 18th of '21. So, this is

November 19th '21 through yesterday was when these numbers were prepared. The second component is, um, I was asked to talk a little bit about the Newsday cases, which I think most of us are somewhat familiar with, and the progression of those cases through the Department's

As far as statistics are concerned, uh, the, uh, the time period is a little bit less than three months from November 19th to yesterday. Um, we have opened 80 enforcement cases, 80, um, those are comprised of both complaint-based investigations as well as state-initiated investigations. In that same time period, we've completed 111 investigations. Um, 12 of those have been referred for administrative hearing, um, for the significant, uh, degrees of malpractice or, at least the investigation led us to believe there was significant malpractice warranting a hearing.

Uh, money issues, money being misappropriated, et cetera, fair housing violations, criminal charges, uh, convictions, et cetera. Um, we, um, we otherwise closed 99 cases again in a three-month period. I'll just give you a breakdown as to how.
those were closed, uh, 24 of those 99 were closed as instruct resolved or warning. Um, as I, I'm not certain whether the members know but, of course, uh, you know, we assess our cases at completion of investigation and make a determination whether they warrant, uh, involvement of our

Legal staff and hearings. There are other instances where we issue letters of reprimand and warning and educate the industry if we feel that's appropriate. Um, eight of those cases were closed with a hold, uh, by that what I mean is the license was expired. It's a relatively minor violation. We were not able to get any resolution from the licensee

they, uh, we're expired, uh, contact was unable to be made, et cetera, but because their licenses expired, we put a hold on their record, which amounts to an attempt. But, when they renew the license, it gives us the opportunity to complete that process and address that issue that we were not able to resolve with them, uh, because of a lack of communication.

Five of the cases were deemed to be civil in nature, that it was more appropriate for the matter to be resolved in the civil courts. Um, 34 of the cases were marked. There's a couple of different categories that run similar in terms of what they mean: no violation, no merit, no jurisdiction, insufficient evidence--they kind of all speak for themselves. We felt the, uh, the investigation, uh, did not warrant any action in essence. And, so we closed those 34. We had 13 that were withdrawn, meaning the complainant for any number of different reasons did not want us to pursue the investigation after they filed it. Uh, we had ten that were abandoned, meaning the complainant

was not cooperative--did not supply the information we needed, was not, uh, you know, communicating with us so the case was closed as
abandoned. Two were marked as duplicates—speaks for itself. Sometimes we have complainants that, uh, repeat themselves. They'll file a complaint more than once, and we identified two of those. And then we have three that were closed.

For marked other, which is a, a variety of different, uh, dispositions that are kind of odd or unusual but that's what makes up the 99 that were closed. And those are the statistics with time periods since the last meeting. Um, as far as the new state cases are concerned.

Um, we have had, uh, in excess of a dozen, uh, dispositions, um, on the individuals named in the Newsday expose. We have had several licensed suspensions and several replications.

I was asked to mention that the first case that was, uh, came out where there was a disposition on the case, um, in which the judge felt that the state did not meet their burden. We, we appealed and successfully appealed in that case, resulting in a suspension. Um, it was somewhat widely circulated in the media, that the first case that came out, uh, was dismissed, and we thought it was worth mentioning that we appealed that decision. We disagreed with that outcome and were successful in our appeal and obtain the suspension of the licensee name. I will, um, I will mention to everybody that, uh,

you can obtain all kinds of different details on the Newsday cases as well as any administrative hearing that we hold by utilizing our search engine, uh, Newsday in particular. Simply type the word Newsday and you'll get, uh, hits on all of the cases on referencing. Um, and I'll also encourage you to use that engine to search for anything you can think of.

Any sort of legal concept or matter, you can look up your competitors if you'd like, uh, but it's a, it's a great tool. If you're not familiar with it, we can certainly talk about where to find that on our website and that's the extent of, uh, the enforcement report.
You're on mute, Duncan.

Thank you.

Thank you, John. Does anyone have any questions for John?

All right, I'm not seeing any, so thank you. All right, our processing report with Emily Lupe, please.

Good afternoon. Included in the materials you were provided is a report of the number of current real estate licenses for January of 2021 and January of 2022. The report groups licenses into broker and branch office licenses and salesperson licenses. The totals are listed by county.

The 2021 numbers include only licensees and do not include those licensees whose licenses may have expired, but were covered by Executive Order 202.11, which allowed individuals licensed by the Department of State to extend the expiration of their license during the State of Emergency. And, that concludes the Processing report.

Good afternoon. In consideration of the COVID-19 pandemic, a new regulation went into effect on December 7, 2021.
Section 159.1 allows schools approved by the department to offer qualifying and continuing education versus virtually the live remote programs, subject to reasonable restrictions. This is significant for schools approved to offer the real estate qualifying courses for education as it allows for the schools to now apply for live distance education delivery method. This concludes my report. Thank you. Are there any questions?

I have a question. This is Trisha Ocona, good morning. In the past, in order to do distant learning, you had to be Arello approved. Is that still or has that been eliminated as part of the approvals to do distant learning?

You do need an ARELLO approval for asynchronous courses, which are computer based, and they do not happen at the same time. Um, the instructor is not live with the students, but for live distance.

Education that's synchronous education where, even though they're separated, they're, there's live technology where they're using video and audio at the same time. So that

That.

That is not. You’re welcome.

Any other questions from Marcella?

Thank you very much. The examination report, please, by Shannon Maguire.
Good afternoon. The following examination statistics cover the period of January through December 2021. The real estate salesperson exam was administered to 25,575 applicants with a pass rate of 52%.

The real estate broker exam was administered to 1,984 applicants with a pass rate of 58%. Thank you.

Thank you, Shannon. Does anyone have any questions for Shannon?

We'll move onto new business. Legislative update with Dave Mossberg.

Good morning. Sorry, good afternoon everybody. So, on in December, I'm sure most of the board is aware, the governor signed nine new fair housing bills into law that had implemented various changes, including, uh, requirements for implicit bias training, increasing fees and fines.

Things for standardizing operating procedures for a broker. So, what I was going to explain today was, um, the purpose of some of these bills and also, to the extent that I can, about the effective dates.

All, but one of them, were signed with an approval memo that contains a chapter amendment, which means that the bill that was signed by the Governor is not the final bill and that's not what the final law is going to be. So, if at any point, anyone has any questions, you know.

Feel free to interrupt and let me know. So, the first bill from the prior session was 538 B that required licensees to receive something that the legislature specifies which is.
Implicit bias training. It was originally set to take effect on the 180th day after the Bill was signed in December. That Bill was approved with a chapter that would extend that effective date to nine months, as opposed to 180 days and it also provided a definition of the term implicit bias to be used in the statute.

The chapter for that bill is chapter 7769. I just checked a little while ago, according to the Senate’s website, it passed both houses, but it's not yet been delivered to the Governor. So, therefore, it’s neither the chapter nor the original.

are in effect. The second bill was in the last session, 945 B, that would increase the statutory fine with a provision that 50% of those funds go to a special allocated fund to basically administer fair housing programs and to come back for discrimination issues. The original law was supposed to take effect 60 days thereafter. The chapter was going to accelerate that by dropping the 60 day to 30 day. That chapter in the current session is 7, 7, 2, 8.

Again, I just checked recently today, that bill has passed both houses, but it's not yet been delivered to the Governor so, therefore, it hasn’t been signed. The third bill from the last chapter was 215 A, that one changed the statutory definition of office managers.
to require sensibly that the managers have 2 years of experience prior
to becoming the designated office manager, for example, and also
specifies clearly that the office manager, though, really for all
practical purposes, is the salesperson is not the salesperson for

provision requirements for issues involved in that office. That bill
was actually the only bill that didn't come with a chapter. So, there
therefore, it became effective immediately once it was signed by the
Governor in December. So, anyone who's looking at, for example, the
current

statutory provision, which is New York Real Property Law, Section 440,
the definition of office manager from that bill is now in effect. It's
been in effect since December 21st when the Governor first signed that
bill.

The.

The next.

bill from the last session was 797 a, which required additional
education, different than implicit bias, which was the prior bill I
discussed. This one discusse or requires

specific training on cultural competency. Um, there was a chapter
proposed to bring the effective date for that one from 9 months. The
chapter also defined cultural competency to be used in the statute

as understanding cultural norms, preferences, and challenges within
the community. As of today, that bill has passed both houses, but it's
not yet been delivered to the government for signature. The chapter is
current bill S770, but that's not yet in effect.

The next bill...sorry uh, the next bill was, um
2132 B, from the last session, which required, uh, special fair housing, uh, training on the initial application for salespeople and brokers. Basically increased the training for brokers to 152.

Increased the education for sales to 77 hours with 6 hours in fair housing training. It also included faculty for the schools to create affirmation, basically confirming that the appropriate education is taught.

So, that bill was again subject to a chapter amendment.

The chapter is somewhat technical in what it changed, but as of today, that chapter for that bill has passed both houses but hasn't yet been delivered to the Governor and it's currently under Bill 7, 7, 3, 0.

Next bill was from the last session.

Increased the licensing fees to become a broker and salesperson by $30 for the broker and $10 for the salesperson. The interesting thing about that bill, is that bill was originally
upposed to go into effect upon signing, which would have been back in December 2021. The proposed chapter for that bill only changed the effective date to a date that is actually already passed. The, the effective date for the chapter has passed.

And, according to the website, did pass both houses, but hasn't yet been delivered to the Governor for signature yet. Um, so, in order to sort of give meaning to either the original or the chapter, we, because the original bill is still technically law, we waited until the chapter was supposed to go into effect before actually increasing the statutory surcharge—the statutory increase. And, so it currently, I believe, it's on our website. There's a notice that those fees have increased, and it defensively really pursuant to the original bill, not pursuant to the chapter. The chapter hasn't been delivered.

The next bill is, uh, Senate bill 538 B, um, again required implicit bias training on part of broker and salespeople renewals.

You know.

The original bill from the last session had an 180-day
effective date that was subject to a chapter amendment; chapter amendment is under Senate bill, 7769. As of today, passed both houses but hasn’t yet been delivered to the Governor, not yet. Um, the next bill, which is related to

David Mossberg 00:26:24.054 -- 00:26:43.614
I guess item C under new business, relates to standard operating procedures for real estate brokers. That bill required, in part, that real estate brokers adopt certain standardized operating procedures, file them with the Department of State, um, those specific procedural requirements was or possibly subject to amendment by regulation of the Department of State for public hearing. That bill is subject to a chapter. The chapter is Senate bill 7729. When I last checked earlier today, according to website, it indicates it has only passed the Senate. So, it obviously it hasn't been provided yet for signature. The key parts of that provision would be that, unlike the original,

David Mossberg 00:27:26.694 -- 00:27:47.064
a bill that required the broker essentially file those standard operating procedures with the Secretary of State's office. It implemented differently by requiring the brokers to basically affirm on renewals that they have these standard operating procedures and make those standard operating procedures publicly available for members of public by posting the same on their website.

So, it will no longer be required that they have to be filed with the Department, um, it still allows for amendment but it would require, unlike some of the other regulatory provisions, that we do at the Department, that in order to do it, it requires a public hearing first, to hear basically
public comment before the proposal, and then even go through the normal regulatory process.

The interesting thing with that bill, to some degree, is that it is currently law that the brokers are required to develop standardized procedures with respect to specific enumerated provisions that the original bill outlined, but it just, under the chapter, doesn't require that it be filed with the Department of State. So, and obviously because the chapter isn't signed, and we don't have a mechanism for an enforcement at the Department currently, as it stands, I can't imagine there'd be a situation where there would be like an enforcement action taken by the Department. However, I've spoken to some practitioners. It's my understanding that some in the industry have already went through and created these standardized procedures because the existing law, which is an interesting issue, I think, for, you know, practitioners and private practice, perhaps for civil liability, but for Departmental liability, obviously, they can't file it with the Department because there's no filing system yet, and, under the chapter, that's not designed to be part of a final proposal. So, as I said, that one, the only person, then it hasn't yet been delivered to the Governor so I can't really speak to timing or effective dates or anything like that.

That is the update, um, with respect to the legislative proposals right now. If anyone has any questions, please let me know.
With respect to the cultural competency bill and the addition of a definition, is the Department of State going to provide any further guidance? My concern is that when we teach fair housing, we talk about the idea that everyone should be treated equally regardless of any protected characteristic, and, um, it seems to me that that a class that focuses on cultural competency and, potentially, the differences amongst various groups is potentially problematic and that it goes against what we're trying to accomplish when we, when we talk about fair housing. So, I would hope that we'd have clarity as to what we're trying to accomplish with respect to that bill and that class.

Well, I would say, certainly, you know, where the legislature has provided a clear statutory definition, you know, obviously we're bound by that clear statutory definition. I don't disagree that, you know, the department has a role toward clarity where there's ambiguity and I think we would be able to do that in the course curriculum and the approval and, you know, all of the materials provided.

Hello.

Material.

But I think, you know, at this point, considering all these chapters are pending, it would be a little bit premature to speculate on like
how we might address that, but I definitely agree that I think that
that is a valid point.

193
Neil Garfinkel 00:31:39.384 --> 00:31:40.374
I thank you, David.

194
David Mossberg 00:31:40.854 --> 00:31:41.094
Sure.

195
Duncan MacKenzie 00:31:43.674 --> 00:31:45.534
Any more questions for Dave?

196
Duncan MacKenzie 00:31:48.864 --> 00:31:51.354
Alright, thank you. We will move on.

197
Duncan MacKenzie 00:31:52.495 --> 00:31:53.335
License application fee increases.

198
alb99-505@dos.ny.gov 00:31:53.395 --> 00:31:54.205
Increases.

199
Jodi DeLollo 00:31:56.994 --> 00:32:06.504
Hi, good afternoon. So, um, thank you, Dave, for that comprehensive
review of all the legislation. Um, as Dave mentioned, uh, one of the

200
alb99-505@dos.ny.gov 00:32:06.504 --> 00:32:06.864
Yes.

201
Jodi DeLollo 00:32:06.864 --> 00:32:17.784
pieces of legislation increases the licensing fees for brokers and
salespersons. So that, um, increase did go into effect January 21st.

202
Jodi DeLollo 00:32:18.805 --> 00:32:38.905
You may, most of you may already be aware that the new fee for
salespersons went up by 10 dollars. So, it's a 65 dollar fee. The
broker and branch office applications went from 155 to 185 dollars.
So, it's a 30 dollar increase and these increases

203
Jodi DeLollo 00:32:38.964 --> 00:32:44.724
apply to both initial and renewal applications. That's it.
Thank you, Jodi. Any questions for Jodi? Jodi, I just have a quick question. I thought I heard Dave say that it was a surcharge. Is it a surcharge or is it a fee increase?

They well, it's, to us, it's a fee increase, but the additional, the additional cost is technically.

I won’t speak for Dave, but it's technically a surcharge for that money. Um, the additional money collected is to be deposited into the anti-discrimination and housing fund used for testing. Dave, correct me if that’s not accurate.

Yes, that's accurate. Okay.

So, it's basically the, there was the current fee, the statute added, the additional money that was added is being diverted by the department to the newly statutorily created fund. So, I referred to it as the surcharge because it's allocated.

by statute for something else.

Very good. It's very helpful. Thank you. Any questions for Jodi? Alright, thank you. Jodi, uh, we next have, uh, Denise uh, Tidings the, uh, oh, I'm sorry the standard operating procedures. That's Jodi again.

Yeah, so that's me again. So.
as Dave also mentioned, um, soon to be effective, we anticipate is that the brokers will have to establish standard operating procedures and part of the legislation leaves the department the option to file additional regulations. So.

what we'd like to do is to form a subcommittee from, from the board members, form a subcommittee to discuss this legislation and make recommendations for any regulations that the department should consider that would be, you know, relevant. Um, so, we

just wanted to ask if any of the board members were interested in serving on the committee, either let us know you can let us know now, or you can email Denise and I know I think Neil, you already, you know, Neil volunteered. So, anyone else that's interested. You don't have to.

make a decision now, but if you can email Denise

Um, that would be great. I don't know if you have any further questions.

Let's go ahead. Diane?

I was going to say, I'm happy to help on that committee if needed.

Okay.

Okay, and we could, um, perhaps get, um, someone from DOS as well.

Um, but Denise can Denise after the meeting, if you can maybe send an email out to the board members. And then that way they can respond to you if they're interested provide your email address.
Will do.

Thank you.

Are there any further questions for Jodi? All right, Denise, the next meeting date.

Okay, um, so I want to announce the next meeting date, which will be Thursday, July 21st at 1 PM. If you find that you have any conflicts, please let us know sooner, rather than later. Um, as, you know, we like

To achieve a quorum. And, if you have any topics that you'd like us to discuss at a future meeting, you can email that to me at any time. Thank you.

Thank you, Denise. Is there any other new business?

Duncan, I apologize, I meant to ask Shannon earlier, I was just wondering if, um, if exams are back to full attendance. In other words, I know for a while the Department of State was limited on the amount of examinations they could offer and the locations.

Way back to an opportunity for all those that want to take their test to be able to take them.

So, all locations are open and have been since August of 2020. Um, we are in the process of exploring increasing our capacity to get us closer to what we were before to accommodate the reduced capacities we continue

To offer additional exam dates at our exam locations.
Okay.

I'm sorry, Shannon, just based on the numbers. So, it looks like there were a lot of exams offered. How does that compare with previous periods if you know that? I'm just trying to get an idea of, you know, is there anything else that we could do, uh, to give people who want to get tested an opportunity to do.

So, we are.

Right now, in New York City, giving all of our exams five days a week. So, we're using every opportunity that we have. We are looking to increase capacity, which will help the backlog in that area. We aren't seeing a backlog in the upstate regions, it's mostly, at this point, in the New York City and Long Island areas due to the reduced capacity.

And I'll add, this is Jodi. I'll add to that. Um, so, as Shannon mentioned, we are increasing capacity, we added exam dates. We used to have the real estate exam, what, twice, 2 or 3 days a week in New York City. And now it's, you know, we're using, we're offering exam five days a week in the New York City.

So, we were at less than half capacity during, you know, when we came back after Covid, we're increasing. That should be what, the end of March, Shannon, we discussed? We may be able to increase the capacity. One of our big and then we're going to go out from. We'll increase it a little bit and then increase it to 100.

Move towards increasing it to 100%, but one of our biggest struggles, particularly in New York, is the individuals that, you know, book an exam and don't show up. That also interferes with our ability to, to reduce the wait time.

Time.
Jodi DeLollo 00:39:29.215 --> 00:39:40.015
So, there's not, I don't know what more we can do on that side. Um, but, yeah, so increasing the capacities will definitely help.

Sandhya Espitia 00:39:42.805 --> 00:39:48.985
I just want to add if we need any help finding square footage and space in New York City, we're happy to reach out.

Sandhya Espitia 00:39:49.014 --> 00:39:55.404
To our members and provide that. So, let us know if space is an issue. Uh, we're happy to support that.

Jodi DeLollo alb99-505@dos.ny.gov 00:39:57.474 --> 00:39:57.864
Thank you.

Neil Garfinkel 00:39:59.154 --> 00:39:59.844
Thank you, Jodi.

Jodi DeLollo 00:40:01.254 --> 00:40:01.524
Yeah.

Duncan MacKenzie 00:40:03.504 --> 00:40:06.534
Thank you. Is there any other new business to come before the board?

Duncan MacKenzie 00:40:09.834 --> 00:40:17.754
I'm seeing that there is a hearing. Now this meeting is adjourned. I'll move into the public hearing session. I'll turn it over to, you, Dave.

David Mossberg 00:40:19.554 --> 00:40:19.794
You.

David Mossberg 00:40:21.324 --> 00:40:40.884
Pursuant to New York Real Property Law, Section 442, paragraph 6, to the regularly scheduled meetings of the real estate board. The Department is required to hold three separate public hearings each year, one in New York, one in Buffalo, and one in Albany.

David Mossberg 00:40:41.159 --> 00:40:54.114
The purpose of these hearings is listening to members of public suggestions, comments, and observations about real estate practices.
Well.

David Mossberg

Looks like there isn’t anyone here in our city office. Um, we do have like, visitors in Albany?

So, I'll get I'll ask if there are any public members in our Albany office that wish you speak and provide public comments on observations about real estate. Um, please.

Anyone there in Albany?

There's no one here at Albany Dave, just our staff.

Okay, well there being no public members in our Albany office, this public hearing pursuant to New York Real Property Law, Section 442 paragraph 6.

Thank you, everybody.

Well, thank you, David, and thank you to the staff. You guys can go, you’re doing a wonderful job.

Thank you.

Thank you, thank you.

Good-bye everyone.