

School Files

Hawaii Real Estate Commission

March 2008

<http://www.hawaii.gov/hirec>

What's in this Issue?

- Calvin Kimura Retires
- roster@dcca.hawaii.gov
- 2007-2008 Core Course
- 2008 Real Estate Commission Meeting Schedule
- Proposed Changes to the Prelicensing Education Equivalency
- Current CE Providers
- Current Prelicense Schools
- Real Estate Commission Informational Notice



CALVIN KIMURA RETIRES REAL ESTATE BRANCH SUPERVISING EXECUTIVE OFFICER

**By Stan Kuriyama, Broker, O'ahu and
Diane Choy Fujimura, Senior Real Estate Specialist, Real Estate Branch**

Calvin Kimura, Supervising Executive Officer of the Real Estate Branch, Department of Commerce and Consumer Affairs, retired on December 28, 2007, after 30+ years of dedicated service. Calvin began his State career on September 16, 1974, as an investigator with the Regulated Industries Complaints Office (RICO). While at RICO, he moved up to a Supervising Investigator position in 1979 and held this position until January 15, 1986, when he took on a temporary assignment as the Executive Officer (EO) of the Real Estate Commission. Calvin's temporary assignment was made permanent on July 1, 1986, and he has held the EO position, which was upgraded to Supervising Executive Officer (SEO), until his retirement.

During Calvin's tenure as the EO and SEO, a number of significant changes took place that shaped real estate licensing as we know it today. While some of these changes may not necessarily have been to Calvin's liking, many of these changes were in response to an increasingly fast-paced and rapidly changing real estate and regulatory environment. "Over the past 22 years, there has been dramatic change in the real estate brokerage business," reflected Calvin. "We've seen the introduction and proliferation of the internet through the introduction of more international, federal, state and county laws, contracts consisting of pages and pages, the further refinements in the licensing of brokers and salespersons, empowerment of consumers with more access to information, sophisticated fraud schemes, and a global economy that affects every aspect of promoting and using goods and services. There will be forces demanding more professionalism of real estate brokers along with more accountability. And yet, there is still no requirement for a real estate licensee to possess a high school diploma!"

These are some of the more important events that occurred during Calvin's years with the Real Estate Branch: After a protracted lobbying effort by many parties, and scrutiny by the Legislative Auditor, Mandatory Continuing Education was approved by the State

Legislature in 1987. In 2001, under the direction of then Lt. Governor Mazie Hirono, the Hawaii Administrative Rules (HAR), Chapter 99, Real Estate Brokers and Salespersons, underwent substantial revision -- the "Slice Waste and Tape" initiative, known as SWAT, streamlined many of the licensing rules that were outdated, inefficient or irrelevant. The 40 year-old condominium property regimes law (Chapter 514A), was re-codified and significantly re-written in 2004 (now Chapter 514B). In 2005, the 20+ year-old broker's prelicense course was updated and revised. Whereas previously the broker's prelicense course was a mere one hour longer than the 45-hour salesperson's prelicense course, the update resulted in an 80-hour broker curriculum. In 2006, the salesperson's prelicense course, which was last revised in 1993, was also updated, increasing its curriculum to 60 hours. Finally, in 2007, the broker and salesperson courses were required to be taught separately, and not jointly, as previously allowed.

The Real Estate Branch entered the computer age during the latter years of Calvin's career. In 2002, real estate licenses could be renewed on-line for the first time, with 30% of the licensees renewing on-line that year. By 2006, an impressive 86% of real estate licensees renewed on-line. In 2004, the Mandatory Continuing Education Core Course became available in an on-line format, and by 2007, there were at least 100 continuing education courses offered on-line, with more expected in the future. The computer age also touched the condominium arena, where on-line copies of condominium and association registrations became available in 2003.

Calvin has been both a regulator and "regulatee", having held a real estate broker's license since 1979 (inactive status). He has been a very active participant in what is now known as the Association of Real Estate License Law Officials (ARELLO), which is an international organization of real estate regulators and administrators committed to excellence in real estate regulation. Calvin has served as ARELLO's District Vice-President and Director, and as Chair and Vice-Chair for numerous committees and working groups.

The Real Estate Commission and the Real Estate Branch/DCCA will sorely miss Calvin's presence -- his irreplaceable experience, his wise and able guidance, his many war stories on Hawaii's real estate industry, and the lessons learned from his years of lobbying at the Legislature and having to deal with the idiosyncrasies of the 40 Real Estate Commissioners with whom he has served. Calvin was a fixture with the Real Estate Commission and the Real Estate Branch, and the light he was able to cast on the work of these two bodies over the past 20 years, will continue to guide the way for everyone who follow in our footsteps.

Stan Kuriyama is the Vice Chair of the Real Estate Commission. He is President and Chief Executive Officer of the A&B Land Group, responsible for real estate and agricultural operations of Alexander & Baldwin, Inc.

roster@dcca.hawaii.gov

For your convenience, please make use of roster@dcca.hawaii.gov for continuing education and pre-license education questions, changes, updates, submission of completed course rosters, and concerns or suggestions to improve the Commission's education programs.

2007 – 2008 CORE COURSE

For the 2007 – 2008 licensing biennium, the Real Estate Commission’s mandatory core course is in a two-part format, Part A, Real Estate Law Update and Agency Overview, and Part B, Real Estate Law Update and Disclosures Overview. Part A is currently available in both a live-classroom and on-line format as offered by many of the Commission’s registered continuing education providers. Part B is targeted for offering in late June 2008.

Real estate licensees may take Part A and Part B from different CE providers. Each licensee will receive a course completion certificate for each part of the 2007 – 2008 core course. Both parts of the core course must be completed to receive the full 4-hour credit for the core course, and six (6) additional CE credits must be obtained, in order to successfully renew a real estate license on active status for the 2009 – 2010 licensing biennium.



2008 REAL ESTATE COMMISSION MEETING SCHEDULE

Laws & Rules Review Committee – 9:00 a.m. Education Review Committee – Upon adjournment of the Laws & Rules Review Committee Meeting Condominium Review Committee – Upon adjournment of the Education Review Committee Meeting, which is upon the adjournment of the Laws & Rules Review Committee Meeting, which convenes at 9:00 a.m.	Real Estate Commission 9:00 a.m.
Wednesday, March 12, 2008	Friday, March 28, 2008
Wednesday, April 9, 2008	Friday, April 25, 2008
Wednesday, May 7, 2008 (Maui)	Friday, May 30, 2008
Tuesday , June 10, 2008	Friday, June 27, 2008
Wednesday, July 9, 2008	Friday, July 25, 2008
Wednesday, August 13, 2008	Friday, August 29, 2008
Wednesday, September 10, 2008	Friday, September 26, 2008
Wednesday, October 8, 2008	Friday, October 31, 2008
Wednesday, November 12, 2008	Friday, November 21, 2008
Wednesday, December 10, 2008	Friday, December 19, 2008

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor *except the May 7, 2008 Committee meetings, which will be held at the REALTORS Association of Maui, located at 441 Ala Makani Place, Kahului, Maui.*

Meeting dates, locations and times are subject to change without notice. Please visit the Commission’s website at www.hawaii.gov/hirec or call the Real Estate Commission Office at 586-2643 to confirm the dates, times and locations of the meetings.

PROPOSED CHANGES TO THE PRELICENSING EDUCATION EQUIVALENCY

At its February 13, 2008, monthly meeting, the Commission's Education Review Committee (ERC) recommended approval of a recommendation from the Education Evaluation Task Force that the categories to qualify for the Prelicensing Education Equivalency (EW) be amended during the next rule-making process.

Based on statistics compiled on first-time test takers from January 2004 – June 2007, only 25% of the EW applicants sat for the licensing exam for either salesperson or broker. The categories under which the EW applicants received their equivalency included:

- Active and current out-of-state real estate license
- Law Degree
- Bachelor of Arts or Bachelor of Science degree with a major in real estate or business

The other categories offered for the equivalency were never selected or very seldom selected. These categories include:

- 6 semester credits in real state, business, business law, real estate development, or finance courses from an accredited college or university
- GRI designation
- Certificate in advanced real estate from the University of Hawaii
- RE 300 and RE 310 – University of Hawaii
- CCIM designation
- BOMI-RPA designation
- Other professional designation or certificate

Also, information from the 2007 issue of the Association of Real Estate License Law Officials (ARELLO) Digest of Real Estate License Laws and Current Issues, lists only three (3) states that permit “waivers” for the education and experience requirements for both salespersons and brokers: California, New Jersey, and Hawaii. There are eleven states that do not permit any waivers for these requirements. All other jurisdictions listed require some conditions to exist before authorizing a waiver, for example, “. . . a previously taken pre-license course in another jurisdiction that is equivalent to” By narrowing the number of categories for its EW, Hawaii would not be setting itself apart from the majority of other states.

The proposed Prelicense Education Equivalency for salespersons will include the following categories:

1. Active and current out-of-state real estate license.
2. Law degree from a law school accredited by the American Bar Association.
3. Bachelor of Arts or Bachelor of Science degree with a major in real estate from an accredited college or university. (*Note: the recommendation deleted the BA or BS degree in business*)

The proposed Prelicense Education Equivalency for brokers will include the following categories:

1. Active and current out-of-state real estate broker's license. (*Note: this recommendation specifies a real estate broker's license*)
2. Law degree from a law school accredited by the American Bar Association.

The proposed changes to the categories to qualify for the EW will be included in Commission's rule-making process.



CURRENT CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
Akahi Real Estate Network LLC
All Islands Real Estate School
Americas Best
Brian R. Thomas dba Edventures
Career Webschool
Carol Ball School of Real Estate
Character Training Inc.
CLE International
Coldwell Banker Pacific Properties
Real Estate School
Continuing-Ed-Online.org
Dower School of Real Estate
EcoBroker International
Eddie Flores Real Estate Continuing Education
Energy & Environmental Building Association
ERA School of Real Estate
Fahrni School of Real Estate
Fleet Realty Inc.
Hawaii Association of REALTORS®
Hawai'i CCIM Chapter
Hawaii Island Board of REALTORS®, Inc.

Hogan School of Real Estate
Honolulu Board of REALTORS®
Investment Property Exchange Services Inc.
Kauai Board of REALTORS®
KendallTodd, Inc.
Kona Board of REALTORS®, Inc.
Lorman Education Services
Lynn W. Carlson
Maui Community College-VITEC
Pacific Real Estate Institute
ProSchools, Inc.
Ralph Foulger's School of Real Estate
REALTORS® Association of Maui Inc.
REMI School of Real Estate
Russ Goode Seminars
Seiler School of Real Estate
ServPro Industries, Inc.
Shari S. Motooka-Higa
The Seminar Group
University of Hawaii at Manoa
Vitousek Real Estate Schools, Inc.



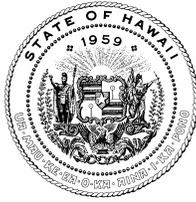
CURRENT PRELICENSE SCHOOLS

Abe Lee Seminars
Akahi Real Estate Network LLC
All Islands Real Estate School
Carol Ball School of Real Estate
Coldwell Banker Pacific Properties
Real Estate School
Dower School of Real Estate
Fahrni School of Real Estate
Fleet Realty Inc.

Hawaii Academy of Real Estate LLC
Hudson Real Estate School
Maui Community College-VITEC
ProSchools, Inc.
Ralph Foulger's School of Real Estate
REMI School of Real Estate
Seiler School of Real Estate
University of Hawaii at Manoa
Vitousek Real Estate Schools, Inc.

LINDA LINGLE
GOVERNOR

JAMES R. AIONA, JR.
LIEUTENANT GOVERNOR



LAWRENCE M. REIFURTH
DIRECTOR

NOE NOE TOM
LICENSING ADMINISTRATOR

STATE OF HAWAII
REAL ESTATE BRANCH
PROFESSIONAL AND VOCATIONAL LICENSING DIVISION
DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS
KING KALAKAUA BUILDING
335 MERCHANT STREET, ROOM 333
HONOLULU, HAWAII 96813
<http://www.hawaii.gov/hirec>
hirec@dcca.hawaii.gov

February 2008

REAL ESTATE COMMISSION INFORMATIONAL NOTICE

NEW LICENSE APPLICANTS, LICENSE RENEWAL AND CONTINUING EDUCATION REQUIREMENT

All real estate licenses must be renewed by the renewal application deadline, **November 30, 2008**. All real estate licenses expire at the end of each even-numbered year, regardless of the initial date of licensure. Submission of a complete renewal application, payment of fees, and for active licensees, completion of continuing education courses, are required by the renewal application deadline to ensure the successful renewal of licenses before January 1, 2009. Licenses not successfully renewed will be considered forfeited as of January 1, 2009 and the licensee will not be able to conduct real estate activity or receive compensation.

If you are renewing your license on an active status, you must fulfill the mandatory continuing education requirement **prior** to submitting your renewal application. For a new salesperson licensee with a new license issued in 2008, see below – SALESPERSON APPLICANTS and SALESPERSON LICENSEES. If you are not able to complete the continuing education requirement, your license may be renewed on an inactive status and you may not conduct real estate activity or receive compensation. There is a \$25.00 fee to change from inactive status to active status, in addition to completion of the continuing education requirement.

SALESPERSON APPLICANTS and SALESPERSON LICENSEES:

- If you apply for a new salesperson license before the end of 2008, you will have to pay license fees twice in 2008. In addition to the fees you pay for your new license, you will have to pay renewal fees to renew your license by November 30, 2008. Fees are not prorated and basically cover the cost of processing, reviewing, and decision on the application.
- All salesperson licensees must complete the continuing education requirement prior to the renewal application deadline to successfully renew on an active status, unless you were issued a new salesperson license during calendar year 2008 and renew your license by November 30, 2008. If you were issued a new salesperson license in calendar year 2008 and renew your license by the renewal application deadline, you will be deemed to have completed the equivalent to the continuing education requirement and will not have to complete the continuing education requirement for this license renewal.

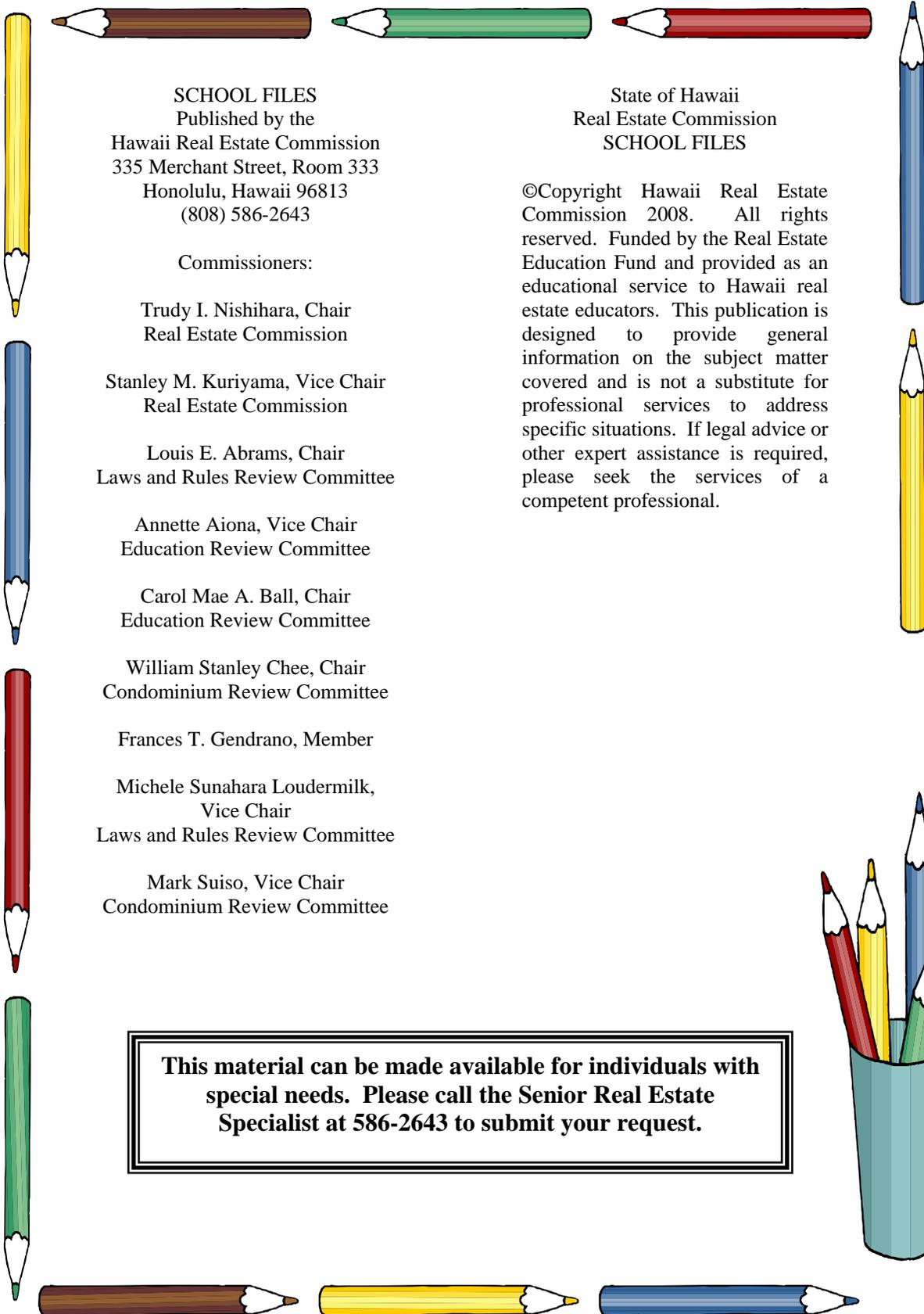
- If your new salesperson license application deadline is on or after December 31, 2008 and you do not desire to be licensed as a salesperson in 2008, **and the licensing renewal application period is in effect**, you may submit your complete salesperson license application during the renewal application period and request that your new salesperson license be effective January 1, 2009. Please call for specific information on this procedure. The aforementioned continuing education equivalency will not be applicable if licensed in calendar year 2009.

BROKER APPLICANTS and BROKER LICENSEES:

- All broker applicants and broker licensees must complete the continuing education requirement prior to the renewal application deadline in order to successfully renew their salesperson or broker license on an active status.
- If your broker license application deadline is on or after December 31, 2008, and you do not desire to be licensed as a broker in 2008, **and you received the renewal application for your salesperson license**, you may submit your complete broker license application during the renewal application period (must be received by November 30, 2008) and request that your salesperson license not be renewed and the new broker license be effective January 1, 2009. This procedure does not excuse completion of continuing education requirements for active licensees. Please call for specific information on this procedure.

For more information, please contact our office at 586-2643, or visit our website at www.hawaii.gov/hirec.

THE LAW DOES NOT PROVIDE FOR: PRORATION OF FEES OR REFUND OR CREDIT OF FEES PAID; EXTENSION OF TIME TO APPLY FOR LICENSE; EXTENSION OF TIME TO RENEW A LICENSE.



SCHOOL FILES
Published by the
Hawaii Real Estate Commission
335 Merchant Street, Room 333
Honolulu, Hawaii 96813
(808) 586-2643

State of Hawaii
Real Estate Commission
SCHOOL FILES

©Copyright Hawaii Real Estate Commission 2008. All rights reserved. Funded by the Real Estate Education Fund and provided as an educational service to Hawaii real estate educators. This publication is designed to provide general information on the subject matter covered and is not a substitute for professional services to address specific situations. If legal advice or other expert assistance is required, please seek the services of a competent professional.

Commissioners:

Trudy I. Nishihara, Chair
Real Estate Commission

Stanley M. Kuriyama, Vice Chair
Real Estate Commission

Louis E. Abrams, Chair
Laws and Rules Review Committee

Annette Aiona, Vice Chair
Education Review Committee

Carol Mae A. Ball, Chair
Education Review Committee

William Stanley Chee, Chair
Condominium Review Committee

Frances T. Gendrano, Member

Michele Sunahara Loudermilk,
Vice Chair
Laws and Rules Review Committee

Mark Suiso, Vice Chair
Condominium Review Committee

This material can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at 586-2643 to submit your request.

