

REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii

MINUTES OF MEETING

The agenda for this meeting was filed with the Office of the Lieutenant Governor, as required by Section 92-7(b), Hawaii Revised Statutes.

Date: Friday, March 30, 2001

Time: 9:00 a.m.

Place: Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, Hawaii

Present: John Ohama, Chair
Michael Ching, Vice Chair
Casey Choi, Member
Alfredo Evangelista, Member
Iris Okawa, Member

Calvin Kimura, Supervising Executive Officer
Alan Taniguchi, Executive Officer
Iris Ikeda Catalani, Senior Real Estate Specialist
Lorene Arata, Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Gina Watumull, Condominium Specialist
Gordon Arakaki, Condominium Recodification Attorney
Shari Wong, Deputy Attorney General
Irene Kotaka, Secretary

Noe Noe Tom, Deputy Director
Jan K. Yamane, Acting Licensing Administrator
Mary Begier, Hawaii Association of REALTORS
David E. Carlson
Kathy Tswei
Richard Shively
Harold Meltzer
Meghan O'Brien
James Wodehouse
Jerry Ruthruff
Michael Sasaki

Excused: Charles Aki, Member
Patricia Choi, Member
Mitchell Imanaka, Member
Peter Rice, Member

Call to Order: The Vice Chair called the meeting to order at 9:02 a.m., at which time quorum was established.

Executive Officer's Report: **Announcements, Introductions, Correspondence and Additional Distribution**

Additional Distribution

The following materials were distributed to the Commissioners prior to the start of the meeting:

5. Rulemaking, Chapter 99, Hawaii Administrative Rules
7. Licensing – Questionable Applications
 - b. Doug K. Carr
 - c. James Hay Wodehouse, Jr.
 - f. David E. Carlson

Minutes of Previous Meetings

Upon a motion by Commissioner Ohama, seconded by Commissioner Evangelista, it was voted on and unanimously carried to approve the minutes of the February 23, 2001 Real Estate Commission meeting as circulated.

Chair's Report: No Chair's report was presented by the Chair. The Vice Chair thanked Commissioner Ohama for attending today's meeting despite his illness.

Licensing – Questionable Applications: The applicants present were asked if they wished to have their applications considered in executive session. The following applicants accepted the offer:

Kathy Tswei – Ms. Tswei requested that her principal broker, Michael Sasaki, be allowed to remain.

James Hay Wodehouse, Jr. – Mr. Wodehouse requested that Jerry Ruthruff be allowed to remain.

Executive Session: Upon a motion by Commissioner Evangelista, seconded by Commissioner Okawa, it was voted on and unanimously carried to enter into executive session, pursuant to Section 92-5(a)(1), HRS, "To consider and evaluate personal information relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;".

Upon a motion by Commissioner Evangelista, seconded by Commissioner Ohama, it was voted on and unanimously carried to move out of executive session.

Licensing – Questionable
Applications:

Kathy Tswei

Upon a motion by Commissioner Evangelista, seconded by Commissioner Ohama, it was voted on and unanimously carried to take this matter under advisement.

James Hay Wodehouse, Jr.

Upon a motion by Commissioner Evangelista, seconded by Commissioner Okawa, it was voted on and unanimously carried to defer consideration of Mr. Wodehouse's application for a real estate salesperson's license pursuant to the applicant's request.

David E. Carlson

David E. Carlson thanked the Commissioners for the opportunity to speak. Mr. Carlson stated that he is 51 years old and has four children. Real estate is his second career. He retired from the Army and also holds a Bachelors' and a Masters' degree.

Three years ago, he worked with Veterans Realty. He received \$133,372 in commissions. He worked two years and four months with Veterans Realty.

Mr. Hayes, the principal broker of Veterans Realty, informed him that as of January 1, there would be a 30% reduction in his commission. He appealed to Mr. Hayes. Mr. Hayes withheld an additional \$2,000. Feeling that there had been a breach of trust, Mr. Carlson left Veterans Realty. On February 5, 2000, he left the company and became associated with MIG Realty. Mr. Carlson stated that Mr. Hayes had been withholding his commissions. A second transaction had closed escrow and Mr. Hayes had withheld his commission.

Mr. Carlson stated that he had filed a complaint with RICO, but RICO advised him that it was a civil matter. The Honolulu Board of REALTORS' Grievance Committee referred his complaint to the Professional Arbitration Committee.

Mr. Carlson stated that he had applied for the real estate broker's prelicensing course and that he had submitted his experience statements. Mr. Hayes did not verify his hours of experience. Mr. Carlson stated that Mr. Hayes had misstated his experience and he had refused to arbitrate with the Honolulu Board of REALTORS.

Mr. Carlson also stated that he had filed a police report and contacted the Prosecutor's Office to file a misdemeanor against Mr. Hayes. Mr. Carlson stated that he again contacted Mr. Hayes to ask him to correct his experience statement.

Mr. Carlson stated that he works out of a home office. It is possible to prove how many transactions he has had and also the total commissions

he was paid. The first broker's experience statement that he had submitted reported only a portion of the commissions he earned. However, the correct information was filed with the Internal Revenue Service.

Mr. Carlson stated that the figures that Mr. Hayes had reported on the experience statement differed from that amount reported to the Internal Revenue Service. Mr. Carlson stated that Mr. Hayes was reporting the figures accurately to the IRS, but he was not reporting the correct figures to the Commission.

The Vice Chair informed Mr. Carlson that the two experience statements were submitted on different dates. The dates of the experience statements have to go back one year from the date the broker experience statement is signed and is not based on a calendar year, therefore that could be why the commission totals do not match up. For example, the experience statement that was dated November 5, 2000 would cover the period of November 5, 1999 to November 5, 2000.

Mr. Carlson stated that when he had presented the ethics complaint to the Honolulu Board of REALTORS, Mr. Hayes had tried to justify that it did not have to do with the timing.

Mr. Carlson stated that he hopes the Commission would take a look at his efforts. He is proud to be in this business. He hopes that the Commission would feel that he would be a good broker.

Upon a motion by Commissioner Okawa, seconded by Commissioner Ohama, it was voted on and unanimously carried to take this matter under advisement.

Richard M. Shively

Richard M. Shively was present at the meeting, along with Harold Meltzer.

Mr. Shively stated that he understands that the Commission is concerned about the protection of the public. He is 55 years old and has had plenty of time to put together a long record of personal conduct. There has been no other police action or convictions except that one issue. Mr. Shively stated that he has included many letters from people who have known him from ten to thirty years. He is trustworthy, honest and decent. All the letters that he submitted are from people who own a business, run a business and who employ people. He stated that he has been an honest and straightforward person.

Mr. Shively stated that he has been punished severely for that indiscretion that happened over 15 years ago. He is serious about rebuilding his life. Mr. Shively stated that he is seriously interested in real estate. He has been involved in real estate in one way or another for the last 15 years. Mr. Shively stated that if he is not allowed to have

a career in real estate, when would the incident with the marijuana be finally over? When would he be allowed to be licensed? Mr. Shively stated that he had left the marijuana business and turned his back on it. Mr. Shively stated that the statute of limitations did not prevent him from being prosecuted.

Mr. Shively stated that he has a feel and love for real estate. He thinks it is his chosen field. He hopes that the Commission will open up their hearts.

Mr. Meltzer thanked Commissioner Ohama for coming out of his sick bed to make quorum.

Mr. Meltzer stated that he has known Mr. Shively for the last ten years. He thinks that Mr. Shively is a good negotiator and be a good real estate salesperson. Mr. Meltzer stated that he knows that the Commission has a right to withhold a license if an applicant is convicted of a felony. Mr. Meltzer stated that he knows that Keola Childs was convicted of a felony for child molestation. Mr. Meltzer said that he had asked Mr. Childs if he had lost his real estate license, and Mr. Childs had responded that he was still licensed as a real estate broker because the Commission had ruled that the crime was unrelated to the practice of real estate. Mr. Meltzer stated that dealing with children seemed to be more closely related to the practice of real estate than selling marijuana. He had hoped that the Commission would see that.

Mr. Meltzer was informed that Mr. Child's case was pending with RICO. The Commission did not rule on the case and does not have any knowledge of this issue. RICO and the Office of Administrative Hearings will present the case to the Commission after the licensee has been given their due process.

Mr. Shively stated that he is still on probation. If all goes well, he will be released from probation in August 2002. If there is any appearance of malfeasance on his part, any supervised release remaining is an additional layer of protection to the public. He stated that he does not have any other offenses, nor does he have any other police actions or convictions.

Mr. Shively is still employed at Pacific Island Tire as an assistant manager. He does accounting, reports, bank deposits, and handles the company's money. He sometimes opens and closes the store.

Mr. Shively was asked if he had participated in the hearing before the California Department of Real Estate. Mr. Shively answered in the affirmative. When asked to explain the California Department of Real Estate's findings, Mr. Shively stated that his attitude at that time had suggested a lack of insight. Marijuana is a political issue. Their point of view was that marijuana was absolutely, dreadfully wrong and illegal. They had asked him if he had realized how bad it was to participate with marijuana. Mr. Shively stated that at that time, he had a 70's attitude

towards marijuana and did not think that it was too serious and he thought that marijuana would be legalized.

He was separated from his wife, friends, and children. Everything was confiscated. He has learned the seriousness of his act. Mr. Shively stated that if he had thought that it was a really bad thing to do at that time, he would not have done it. He was offered more money to participate in hard drugs and he refused to get involved, even though it meant that large sums of money would be available to him. He offended the people at the California Department of Real Estate.

Upon a motion by Commissioner Okawa, seconded by Commissioner Evangelista, it was voted on and unanimously carried to take this matter under advisement.

Recess:

The Vice Chair recessed the meeting at 9:50 a.m.

Reconvene:

The Vice Chair reconvened the meeting at 10:12 a.m.

Committee
Reports:

Laws and Rules Review Committee

Upon a motion by Commissioner Evangelista, seconded by Commissioner Okawa, it was voted on and unanimously carried to accept the report of the March 14, 2001 Laws and Rules Review Committee meeting as follows:

1. Minutes of Previous Meetings – **Accept** the minutes of the February 14, 2001 meeting.
2. Program of Work, FY01 – Neighbor Island Outreach
The next neighbor island outreach will be held on the island of Kauai, on Friday, May 11, 2001, in Conference Rooms A, B and C of the State Office Building, located at 3060 Eiwa Street, Lihue, Kauai, as follows:
9:30 a.m. Laws and Rules Review Committee
10:00 a.m. Education Review Committee
11:00 a.m. Condominium Review Committee
3. Special Issues – Marcus & Associates Request for Informal Opinion –
Recommend that staff inform Marcus & Associates that the Committee's informal interpretation of §16-99-3(k), HAR, as applied to the circumstances outlined in their letter, dated February 7, 2001, would allow the payment of commissions to inactive or deceased licensees if the procuring cause occurred while the licensee was active with the real estate broker.
4. Next Meeting: Wednesday, April 11, 2001
 9:00 a.m.
 Kapuaiwa Room
 HRH Princess Victoria Kamamalu Building
 1010 Richards Street, Second Floor
 Honolulu, Hawaii

Education Review Committee

Upon a motion by Commissioner Ohama, seconded by Commissioner Okawa, it was voted on and unanimously carried to accept the report of the March 14, 2001 Education Review Committee meeting as follows:

1. Minutes of February 14, 2001 – **Accept.**
2. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a) Applications
 - 1) 2001-2002 Continuing Education Providers and Courses Ratification List – **Recommend approval** of the following:

<u>Registration/Certification</u>	<u>Effective Date</u>
Nationally Certified Courses	
“Commercial Investment Real Estate” (Owner/Author: Hawaii Association of REALTORS®)	02/02/01
“CI 101 Financial Analysis for Commercial Investment Real Estate” (Owner/Author: CCIM Hawaii Chapter)	02/02/01
“CI 103 Lease Analysis for Commercial Investment Real Estate” (Owner/Author: CCIM Hawaii Chapter)	02/02/01
 - 2) Course – “Residential Property Management Laws and Rules,” Author/Owner: Hawaii Real Estate Research and Education Center (Revised 2001 by Dower School of Real Estate), Provider: Dower School of Real Estate, Course Category: Property Management, Course Clock Hours: 3 – **Recommend approval** of “Residential Property Management Laws and Rules” as a three clock hour continuing education elective course under the course category Property Management subject to Provider submitting appropriate corrections to the course curriculum to Real Estate Commission staff.
 - 3) Course – “Disclosures in Hawaii Real Estate Transactions,” Author/Owner: Hawaii Real Estate Research and Education Center (Revised 2001 by Dower School of Real Estate), Provider: Dower School of Real Estate, Course Category: Real Estate Law and Risk Management, Course Clock Hours: 3 – **Recommend approval** of “Disclosures in Hawaii Residential Transactions” as a three clock hour continuing education elective course under the course category Real Estate Law subject to Provider including disclosure to students regarding proposed legislation to 508D and if passed, the Provider is mandated to update the curriculum accordingly

- and submit updated curriculum to Real Estate Commission staff.
- 4) National Course – “Fair Housing Beyond 2000,”
Author/Owner: Association of Real Estate License Law Officials, Provider: Hawaii Association of REALTORS®, Course Category: Fair Housing, Course Clock Hours: 3 –
Recommend approval of “Fair Housing: 2001 and Beyond” as a three clock hour continuing education elective course under the course category Fair Housing and as a commission-approved Instructor’s Development Workshop.
3. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
- a) Applications – 2001 – 2002 Prelicensing Education Schools and Instructors Ratification List – **Recommend approval** of the following:
- | <u>Registration/Certification</u> | <u>Effective Date</u> |
|---|-----------------------|
| School
Century 21 Real Estate School
(Principal: Ralph S. Foulger) | 2/14/01 |
| Instructor
Ralph S. Foulger
(Salesperson/Broker Curriculum) | 02/14/01 |
- b) Comment on Prelicensing Requirements – Jim Edmonds, Emerald Isle Properties – Staff to respond to Mr. Edmonds’ concerns regarding the prelicensing course. Note that it is the Commission’s position that only the use of current accepted industry standard forms be used when teaching the prelicense course.
4. Administration of Examinations – Test Development and Instructor Workshop – ASI Test Development Workshop at Ala Moana Hotel, May 24-25, 2001, Senior Real Estate Specialist led staff member.
5. ARELLO, REEA and Other Organizations – REEA 22nd Annual Conference, June 24-27, 2001, Orlando, Florida - **Recommend approval** for one staff member and one Commissioner to attend and participate at the REEA 22nd Annual Conference to be held on June 24-27, 2001, in Orlando, Florida, subject to REEF budget and DCCA approval. The Chair of the Real Estate Commission and the Supervising Executive Officer shall determine the attendees.
6. Next Meeting: Wednesday, April 11, 2001
10:00 a.m.
Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, Hawaii

Condominium Review Committee

Upon a motion by Commissioner Ohama, seconded by Commissioner Evangelista, it was voted on and unanimously carried to accept the report of the March 14, 2001 Condominium Review Committee meeting as follows:

1. Minutes of February 14, 2001 - **Accept** minutes.
2. Condominium Governance and Management
 - a. AOA Registrations – February 2001 -- **Recommend approval** to ratify effective dates for AOA registrations for 1999 - 2001 registrations through February 28, 2001.
 - b. Informal Interpretation of §514A-85 – Darlene J. Levy -- **Recommend approval** to issue an informal non-binding interpretation that §514A-85(b) does not require all association records to be kept within the State, only those records specified in §514A-85(a) and §514A-85(b).
 - c. Condominium Seminars – ARELLO Fair Housing: 2001 and Beyond – April 24, 2001 – Honolulu; April 25, 2001 – Maui; April 26, 2001 – Big Island
3. CPR Registration, Developer's Public Reports
 - a. February 2001 - **Recommend approval** to ratify issuance of effective dates of the developer's public reports and extensions issued for the month of February 2001.
 - b. Lakeside Villas II – Jeffrey S. Grad, Esq.-- **Recommend approval** to issue an effective date for a developer's final public report subject to the developer:
 - 1) Incorporating the condominium consultants recommendations in the developer's final public report together with the consultant's recommended disclosures;
 - 2) Obtaining a title insurance endorsement which would insure against loss or damage (but not attorney's fees) arising out of a final court order or judgment enforcing the one single family home provision;
 - 3) Indemnifying a purchaser for any loss incurred; and
 - 4) Closing escrow only after the expiration of the deed restriction.
 - c. §514-12, HRS – Filed or approved floor plans and architect or engineer statement – **Recommend deferral** of the agenda item to the next CRC meeting.
 - d. Seller Disclosures on Condominium Conversion Sales - **Recommend approval** to prepare and circulate a memo to the condominium consultants recommending that the consultants require, where applicable, certain standardized disclosures in the developer's public report where apartments being converted are five years or

- older. Condominium consultant, Ken Chong, shall coordinate the development of the standardized disclosures for Commission consideration and decision.
4. Neighbor Island Outreach – Lihue, Kauai; May 11, 2001; State Building
 5. Interactive Participation with Organizations - CAI Conference, May 3-5, 2001, Tucson, Arizona - **Recommend approval** for two staff members, one staff member being the recodification attorney, and one Commissioner to attend and participate subject to CMEF budget, including the recodification budget, and DCCA approval. The Chair of the Real Estate Commission and the Supervising Executive Office shall determine the attendees.
 6. Next Meeting: **Wednesday, April 11, 2001**
11:00 a.m.
Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, Hawaii

Licensing and
Registration -
Ratification:

Upon a motion by Commissioner Okawa, seconded by Commissioner Ohama, it was voted on and unanimously carried to ratify the attached list.

Committee Reports:

Legislative Report

Legislative Report No. 5 was distributed to the Commissioners for their information. The SEO reported on the status of the bills affecting the Commission.

The SEO also reported that it is anticipated that the Commission's budget and program of work may be affected due to restrictions that may be imposed by the Governor.

SWAT

The public hearing for the proposed amendments to Chapter 99, HAR, was held yesterday. Testimony in favor of the proposed amendments were presented by the Hawaii Association of REALTORS, the Honolulu Board of REALTORS. Lloyd Sodetani also presented testimony, which stated his concerns.

Staff is working with the Deputy Attorney General to address Mr. Sodetani's concerns. Non-substantive clarifications will be included in the final draft of the proposed rules.

Ms. Begier thanked the Commission for the open-minded discussion and for the opportunity to work together. She stated that she is looking forward to working together on the non-SWAT items.

The Commission discussed some of Mr. Sodetani's concerns as follows:

§16-99-19.1, HAR – Legal name will be included. The omission of the legal name was an oversight as all other language refers to legal name.

§16-99-11(a)(1), HAR – The entities listed in this section are regulated by the Business Registration Division, whereas "company" is not. This is a "major" reason why the words "company" or "realty" were not included. This is not consistent with the other terms. Therefore, the Commission does not recommend that changes be made.

§16-99-5.2, HAR – This is a clarification issue. The statute and the rules should be read together. It adds clarity to that area if the person is only reading that section and not the other laws or rules.

Site Offices and Branch Offices – The definition of site office was included historically because of concerns raised by the counties. It was only meant for projects (condominiums, subdivisions, or time shares). Site offices can be in shopping centers, kiosks, condominium associations, or condominium hotel operators (on site offices or employees who manage condos). Mr. Sodetani felt that the Commission should keep track of all types of offices, but this was not the intent of the change. It is SWAT's intent that if a broker has a branch office located on the same island as their principal place of business, they do not have to register their branch offices. If the branch office is located on another island, the branch office would have to be registered. There could also be more than one broker-in-charge.

The Deputy Director stated that the Department supports the proposed rules as is. She also stated that she appreciated the Commission's efforts to address the concerns raised by Mr. Sodetani.

Ms. Begier stated that the Commission has HAR's full support. She also stated that some members may not be comfortable with more freedom. Those who are members of HAR would be disseminated the information. However, assistance would be needed to disseminate the information to the those who are not members of HAR.

Upon a motion by Commissioner Evangelista, seconded by Commissioner Ohama, it was voted on and unanimously carried to approve the rules with the non-substantive changes, subject to the approval of the Chair and Vice Chair.

Upon a motion by Commissioner Evangelista, seconded by Commissioner Ohama, it was voted on and unanimously carried to accept the minutes of the public hearing on March 29, 2001, as circulated.

Executive
Session:

Upon a motion by Commissioner Evangelista, seconded by Commissioner Okawa, it was voted on and unanimously carried to enter into executive session, pursuant to Section 92-5(a),(1), HRS, "To

consider and evaluate personal information relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;".

Upon a motion by Commissioner Ohama, seconded by Commissioner Okawa, it was voted on and unanimously carried to move out of executive session.

Chapter 91, HRS,
Adjudicatory
Matters:

The Vice Chair called for a recess from the meeting at 10:52 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

In the Matter of the Real Estate Broker's Licenses of Josephine D. Gomez and G & M Investments, Inc., REC 1999-111-L

Upon a motion by Commissioner Evangelista, seconded by Commissioner Ohama, it was voted on and unanimously carried to approve the Hearings Officer's Findings of Fact, Conclusions of Law and Recommended Order.

In the Matter of the Real Estate Salesperson's License of Nathan Y. Yoshioka, REC 2000-173-L

Upon a motion by Commissioner Ohama, seconded by Commissioner Evangelista, it was voted on and unanimously carried to accept the Settlement Agreement Prior to Filing of the Petition for Disciplinary Action and Commission's Final Order.

Following the Commission's review, deliberation and decisions in these matters, pursuant to Chapter 91, HRS, the Vice Chair announced that the Commission was reconvening its scheduled Commission meeting at 10:58 a.m.

Licensing -
Questionable
Applications:

Jacob B. Hesterly

After a review of the information presented by the applicant, Commissioner Okawa moved to approve the real estate salesperson's license of Jacob B. Hesterly. Commissioner Evangelista seconded the motion. The motion was voted on and unanimously carried.

Doug K. Carr

After a review of the information presented by the applicant, Commissioner Ohama moved to approve the real estate salesperson's license of Doug K. Carr. Commissioner Okawa seconded the motion. The motion was voted on and unanimously carried.

Richard M. Shively

After a review of the information presented by the applicant, Commissioner Evangelista moved to deny Richard M. Shively's

application for a real estate salesperson's license, pursuant to §467-8(3), HRS, and §436B-19(1), (8), and (12), HAR. Commissioner Okawa seconded the motion. The motion was voted on with Commissioners Evangelista, Ching and Okawa voting in favor and Commissioners Ohama and C. Choi voting against the motion. No decision was made due to the lack of five votes in favor or in opposition.

Kathy Tswei

After a review of the information presented by the applicant, Commissioner Okawa moved to deny Kathy Tswei's application for a real estate broker's license certificate, pursuant to §467-9.5(3)(C), HRS. Commissioner Ohama seconded the motion. The motion was voted on and unanimously carried.

David E. Carlson

After a review of the information presented by the applicant, Commissioner Evangelista moved to deny David E. Carlson's request for a real estate broker's experience certificate, pursuant to §467-9.5(3)(C), HRS. Commissioner C. Choi seconded the motion. The motion was voted on and unanimously carried.

R. T. "Doc" Halliday, LLC

After a review of the information presented by the applicant, Commissioner Okawa moved to approve the limited liability company of R. T. "Doc" Halliday, LLC. Commissioner Ohama seconded the motion. The motion was voted on and unanimously carried.

Next Meeting:

Friday, April 27, 2001
9:00 a.m.
Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, Hawaii

Adjournment:

With no further business to discuss, the Vice Chair adjourned the meeting at 11:00 a.m.

Reviewed and approved by:

/s/ Calvin Kimura
Calvin Kimura
Supervising Executive Secretary

April 27, 2001
Date

[X] Approved as circulated.
[] Approved with corrections; see minutes of _____ meeting.

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON MARCH 30, 2001

<u>Brokers – Corporation and Partnership</u>	<u>Effective Date</u>
ATR Properties, Inc. Jeri L. Hibline, PB	02/08/01
Realty 808, Inc. Stanley K. Koki, PB	02/16/01
KMH Maui, Inc., Maui Kai Realty Kent Masato Hiranaga, PB	02/27/01
Espresso Me Maui, Inc. Tamara A. Halfhill, PB	03/08/01
Emerald Isle Properties, Limited, Emerald Isle Properties James B. Edmonds, PB	03/09/01
Island Land Company, Inc. La Verne Allen, PB	03/08/01

<u>Brokers – Limited Liability Companies and Partnerships</u>	<u>Effective Date</u>
Kauai Oceanfront Property LLC Cheryl Lynn Nickles, PB	02/09/01
Tradewinds Realty LLC E. Ann Fritch, PB	02/12/01

<u>Corporation Name</u>	<u>Effective Date</u>
Savio Realty, Ltd. (fka Savio Realty, Ltd. Better Homes and Gardens)	03/02/01

<u>Brokers - Sole Proprietor</u>	<u>Effective Date</u>
Franklyn E. De Foe	01/31/01
Bob Ball, White Sand Realty	02/12/01
Thomas E. Caprio	01/23/01
Robert Dennis Chong	02/08/01
Kinji Kanazawa	02/09/01
George F. Vickers	02/09/01
Robert W. Helstowski	02/20/01
Roy K.C. Ho	02/21/01
Richard C. Witt, Jr., 2000 & One Realty Group	03/02/01
Diane A. Ferreira, Ferreira Properties	03/02/01
Diane Paulson, Diane Paulson, Realtor	03/02/01

<u>Equivalency to Uniform Section of Examination Certificate</u>	<u>Expiration Date</u>
Terry Boller	02/15/02
Michael R. Weiss	02/20/02
Diana Lyn Bacon	02/20/02
Andrew Hodges Grant	02/20/02
Gary L. Hall	02/21/02
James S. Prince	02/21/02
Meghan Eileen O'Brien	02/21/02
Ward Letvin	02/23/02
Linda Doreen Rawson	02/23/02
Bruce J. Aguinaldo	02/26/02
William Michael Futrell	03/05/02

Equivalency to Uniform Section of Examination Certificate

Robert S. Wilcox
Adelaide E. Hamilton-Napier

Expiration Date

03/15/02
03/06/02

Educational Equivalency Certificate

Terry John Boller
Meghan E. O'Brien
James S. Prince
Gary L. Hall
Agustina C. Salon
Christine Starker
Ward Bradley Letvin
Carl Edward Ostler
William Michael Futrell
James Wesley McLey, Jr.
Ellen M. Palmer
Lois A. Cassel Miller
Robert Steven Wilcox

Expiration Date

02/15/02
02/20/02
02/20/02
02/20/02
02/23/02
03/05/02
03/05/02
03/05/02
03/05/02
03/09/02
03/09/02
03/15/02
03/15/02

Real Estate Broker Experience Certificate

Junko Yamada
Chris K. Inouye
Dianne C. Beliso
Pamela S. Parker
Mary Jane Kramer
Delfin D. L. C. Medina
Janet M. Anderson
Mehrdad Elie
Carol L. Andrews
Steven M. Oldfield

Expiration Date

02/20/02
02/23/02
03/06/02
03/06/02
03/12/02
03/16/02
03/16/02
03/19/02
03/20/02
03/16/02

Real Estate Broker (upgrade)

Franklyn E. De Foe
Stephanie F. Salazar
Trudy E. Vella
James A. Snell
Robert N. Hansen
Kimiko Sasaki
Alice C. Lombardo
Angela Y. O'Malley
Pamela A. Higgins
Michael D. Sakatani

Effective Date

01/31/01
02/12/01
02/15/01
02/22/01
02/21/01
02/22/01
02/21/01
03/02/01
03/08/01
03/19/01

Restoration – Real Estate Salesperson

Shannon B. Luke
Tamara J. Gouveia
Aron B. Chock
Lyman J. Blank

Effective Date

01/29/01
02/12/01
02/14/01
02/22/01

Condominium Hotel Operator

ATR Properties, Inc.
Aloha Kona Realty, Inc.
West Hawaii Property Services, Inc.
Hualalai Villas & Homes, LLC

Effective Date

02/20/01
02/22/01
02/23/01
03/08/01

Condominium Hotel Operator w/ Real Estate Broker Exemption
Property Management Hawaii, Inc., Sunquest Vacations

Effective Date

03/06/01

Condominium Managing Agent

Equity Properties, Inc.
KBR Management & Realty, Ltd.
Team Real Estate, Inc.
Colliers Monroe Friedlander Management, Inc.

Effective Date

02/06/01
02/08/01
02/12/01
02/26/01