

School Files

Hawaii Real Estate Commission

January 2013

www.hawaii.gov/hirec

What's in this Issue?

- **FY 2012 Annual Report Stats**
- **Renewal Stats**
- **Reminders**
- **2013 REC Meeting Schedule**
- **List of CE Providers**
- **List of Prelicense Schools**



FY 2012 ANNUAL REPORT STATS

The Real Estate Commission released its fiscal year 2012 annual report recently, around November 2012.

Here are some interesting statistics from the report which is available on the Commission's website at www.hawaii.gov/hirec, click on "Publications," click on "Real Estate Commission Annual Reports."

Real Estate Licensing Examination

In FY 2012, 614 brokers took the licensing exam and 3,118 salespersons took the salesperson's exam. In FY 2011, 620 brokers tested, and 3,410 salespersons tested. The 2012 numbers combined for a change in test takers of -7.4%.

The pass rates for first-time takers were 47.7% for brokers and 51.3% for salespersons. In FY 2011, the pass rates were 46.1% for brokers and 48.6% for salespersons.

The total number of licensing examination candidates for FY 2012 was 3,732, down from the FY 2011 total of 4,030.

New Real Estate Licenses Issued

In FY 2012, there were 84 new brokerage entity licenses issued, 159 individual broker licenses issued, and 722 salesperson licenses issued. The total of 722 was a bit higher than the FY 2011 total of 679.

In FY 2008, there were 131 new brokerage entity licenses issued, 232 individual broker licenses and 1,559 salesperson licenses issued. It appears that the numbers are still down significantly.

HAPPY NEW YEAR

Total Current Real Estate Licensees – By License Type and Island

The following numbers are from July 2012:

There were a total of 18,786 active and inactive licensees, including entities. There were 3,836 active and inactive brokers, 12,274 active and inactive salespersons, 1,029 active and inactive sole proprietors, and 1,647 active and inactive entities.

The total number of active licensees was 12,702. Brokers constituted 3,186 of the total, salespersons were 6,924 of the total, and there were 1,027 active sole proprietors, and 1,565 active entities.

There were a total of 6,084 inactive brokers, salespersons, sole proprietors and entities.

Licensees on O’ahu accounted for 59.54 percent of real estate licensees, Maui for 14.88%, Hawaii Island for 12.31%, Kauai for 6.95%, Molokai for 0.27% and Lanai for 0.11% of the total number of real estate licensees in FY 2012. There were 5.95% accounted for under “Mainland/Foreign”.

Total Real Estate Licensees

In 1991, there were a total of approximately 26,000 real estate licensees in Hawaii. That was the highest number of licensees to date. A low point appears to be in 1999, when the numbers fell to approximately 13,000 real estate licensees. In FY 2008, the total number of real estate licensees was approximately 22,000. In FY 2012, the total number of real estate licensees sits at approximately 18,800.



RENEWAL STATS



As of January 2, 2013, 92.31% of real estate brokers had successfully renewed their licenses online for the new 2013-2014 biennium. This works out to 5,840 licenses renewed, with 5,391 being renewed online. Of the total of 6,485 real estate brokers, 90.05% had renewed.

For real estate salesperson licensees, 94.31% had successfully renewed their license online. 9,794 real estate salespersons renewed their licenses, with 9,237 going the online renewal route. Of a total of 12,468 salespersons, 78.55% have renewed their licenses.

These numbers are slightly down from the previous renewal period in 2010.

At this time, there are also a total of 793 licensees who have not renewed their licenses due to dependency issues. Dependency issues include failure to renew in a timely manner by the principal broker, the brokerage firm, and/or the broker(s)-in-charge. If any of these licenses were not renewed by the renewal deadline or were renewed after the renewal deadline, licensees associated with that brokerage will experience a delay in the successful renewal of their individual license.

Here are some interesting numbers pertaining to the number of real estate licensees completing the 20 hours of required CE to renew their license on active status for the 2013-2014 biennium.

November 15, 2012 7,718 licensees completed CE
November 27, 2012 8,854 licensees completed CE
December 5, 2012 10,045 licensees completed CE (Note: This is 5 days past the November 30th renewal deadline)
December 27, 2012 10,408 licensees completed CE (Note: There are about 8,545 licensees who had not completed the required CE at this point in time.)



REMINDERS

Continuing Education Providers

Whenever a change needs to be made or you need help in making a correction to entries into the database, please make reference to the **COURSE ID NUMBER**, not the Subject Code. This makes it easy to search for the specific COURSE where the correction must be made.

All continuing education courses that are recertified for the 2013-2014 biennium have been entered as new subjects under each Provider. The Provider must then SCHEDULE the courses for licensees to register for and complete. It appears that many Providers do not actually schedule the courses they wish to offer. Just because the course is listed under the Provider's subjects list does not mean the course is being offered.

Instructions for Providers are on the Real Estate Online Continuing Education website.

For online continuing education courses, Providers need to enter a "completion date" as soon as the licensee has registered for the course. This will "tickle" the system and let the Provider know if the continuing education course may be a duplicate course for which the licensee may not receive credit. The "fake completion date" may then be deleted. While it is the individual licensee's responsibility to check their CE history, the Provider should also be aware of the possibility of a duplicate course situation.

Increase in Number of CE Hours for License Restoration

Now that the renewal year has ended, the rush appears to be over. However, there are still licensees who will be reactivating, or restoring a license. Note that as of January 1, 2013, the continuing education requirement to RESTORE a license that is forfeited for more than one year but less than four (4) years will be **30 hours of continuing education**, up from the previous requirement of 15 hours. Licensees seeking to restore a forfeited license must call the Licensing Branch to obtain a restoration application.

2013-2014 Mandatory Core Course

The Commission’s 2011-2012 mandatory core course is available **ONLINE only** until May 31, 2013.

The 2013-2014 mandatory core course is currently being developed and the target date for completion of Part A is July 2013. Part B of the 2013-2014 mandatory core course will be available July 2014. The legislative updates for each year of the biennium will be included in that year’s portion of the core course.



**2013 REAL ESTATE COMMISSION
MEETING SCHEDULE**

<p>Laws & Rules Review Committee – 9:00 a.m. Condominium Review Committee – Upon adjournment of the Laws & Rules Review Committee Meeting Education Review Committee – Upon adjournment of the Condominium Review Committee Meeting</p>	<p>Real Estate Commission 9:00 a.m.</p>
<p>Wednesday, January 9, 2013</p>	<p>Friday, January 25, 2013</p>
<p>Wednesday, February 6, 2013</p>	<p>Friday, February 22, 2013</p>
<p>Wednesday, March 6, 2013</p>	<p>Friday, March 22, 2013</p>
<p>Wednesday, April 10, 2013</p>	<p>Friday, April 26, 2013</p>
<p>Wednesday, May 8, 2013</p>	<p>Friday, May 24, 2013</p>
<p>Wednesday, June 12, 2013</p>	<p>Friday, June 28, 2013</p>
<p>Wednesday, July 10, 2013</p>	<p>Friday, July 26, 2013</p>
<p>Wednesday, August 7, 2013</p>	<p>Friday, August 23, 2013</p>
<p>Wednesday, September 11, 2013</p>	<p>Friday, September 27, 2013</p>
<p>Wednesday, October 9, 2013</p>	<p>Friday, October 25, 2013</p>
<p>Wednesday, November 13, 2013</p>	<p>Wednesday, November 27, 2013</p>
<p>Wednesday, December 11, 2013</p>	<p>Friday, December 20, 2013</p>

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor.

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 (808) 586-2643 to confirm the dates, times and locations of the meetings. This material can be made available to individuals with special needs. Please contact the Executive Officer at (808) 586-2643 to submit your request.

CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
Akahi Real Estate Network, LLC
All Islands Real Estate School
Career Webschool Cengage Learning, Inc.
Carol Ball School of Real Estate
Carol M. Egan, Attorney at Law
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
Distressed Properties Institute, LLC
Dower School of Real Estate
Hawaii Association of Realtors
Hawaii CCIM Chapter
Hawaii Island Realtors
Honolulu Board of Realtors
Institute of Real Estate Management
Kauai Board of Realtors
Lorman Education Services
McKissock, LP
ProSchools, Inc.
Real Class, Inc.
Realtors Association of Maui, Inc.
REMI School of Real Estate
Russ Goode Seminars
Shari S. Motooka-Higa
The CE Shop, Inc.
The Seminar Group
Vitousek Real Estate Schools, Inc.
West Hawaii Association of Realtors



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
ProSchools, Inc.
Ralph Foulger's School of Real Estate
REMI School of Real Estate
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.





Commissioners:

Nikki T. Senter, Chair
Real Estate Commission

Stanley M. Kuriyama, Vice Chair
Real Estate Commission

Frances T. Gendrano, Chair
Laws and Rules Review Committee

Rowena B. Cobb, Vice Chair
Laws and Rules Review Committee

Walter Harvey, Chair
Education Review Committee

Aileen Y. Wada, Vice Chair
Education Review Committee

Scott A. Sherley, Chair
Condominium Review Committee

Bruce Faulkner, Vice Chair
Condominium Review Committee

Scott C. Arakaki
Public Member, Honolulu

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

©Copyright Hawaii Real Estate Commission 2013. 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.

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.

