

School Files

Hawaii Real Estate Commission

July 2018

www.hawaii.gov/hirec

What's in this Issue?

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- Pass-Fail Rates
- List of CE Providers & Prelicense Schools
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DUPLICATE CE HOURS

2018 is a renewal year. In anticipation of a much-asked question, here's the answer! Hawaii Administrative Rules ("HAR") §16-99-95, **Duplicate continuing education hours.** "Except as provided by the commission or by this subchapter, a licensee shall not take a continuing education course for which the licensee has already received a certificate within two consecutive biennia."

Here's the interpretation of the above rule: If a licensee took a course in 2015 (2015-2016 biennium) and wants the course marked as make-up and credited to the 2013-2014 biennium, the biennium in which he first took the course is the marker to determine two consecutive biennia. That biennium marker is the 2015-2016 biennium. The licensee may then take the same course in the 2019-2020 biennia, which is two consecutive biennia from the 2015-2016 biennium.

All continuing education courses may be used for make-up purposes EXCEPT for the commission's core courses. Remember that BOTH part A and part B of the core course for a biennium must be completed for credit. If only one part is completed, the licensee will NOT receive any core course credit.

RENEWAL YEAR REMINDERS

The **renewal deadline** for real estate licensees, prelicense schools, prelicense instructors, continuing education providers, and continuing education courses is **November 30, 2018**. The certifications and registrations for real estate educators and continuing education courses expires December 31, 2018. The same is true for real estate licensees, but for those licensees, as well as prelicense schools, prelicense instructors, continuing education providers, and continuing education courses that want to be sure they are recertified and/or reregistered for the 2019-2020 biennium, submission of reregistration and recertification forms is encouraged by November 30th.

Online renewal applications will be available on October 22, 2018. Any licensee answering an online renewal application question "yes" must submit a paper renewal application. They cannot submit an online renewal application.

The 2017-2018 core course, parts A and B, is available for offering through May 31, 2019. However, the 2017-2018 core course subjects for A and B will expire as of 12/31/18, and the subjects will be reloaded for those eligible continuing education providers to offer through 5/31/19. After 5/31/19, the 2017-2018 core course, parts A and B, are no longer available. Licensees reactivating or restoring their license after 5/31/19, and have not completed core course, BOTH, parts A and B, must take all elective continuing education courses to successfully reactivate or restore.

All salesperson licensees must complete the continuing education requirement prior to the renewal application deadline to successfully renew on an active status, unless they were issued a new salesperson license during calendar year 2018 and renewing the license by November 30, 2018. If issued **a new salesperson license in calendar year 2018** and renewing the license by the renewal deadline, the new salesperson **will be deemed to have completed the equivalent to the continuing education requirement and will not have to complete the continuing education requirement for license renewal.** (See Hawaii Administrative Rules, §16-99-89(c))

All broker licensees receiving their broker license in 2018 must complete the continuing education requirement prior to the renewal application deadline in order to successfully renew their broker license on current and active status.



CORE B 2017-2018 YOU SHOULD KNOW . . .

Core B 2017-2018, "Agency and the Practice of Dual Agency and 2018 Real Estate-Related Legislation" is set to go!

1. The Train-the-Trainer for Core B 2017-2018 was held Wednesday, June 27, 2018. All CE Providers who had at least one instructor completing the Train-the-Trainer, whether by live or webinar attendance, will receive the final Core B documents. The materials are forwarded to the CE PROVIDER, not to the individual CE instructor.
2. The first day to offer Core B is Thursday, July 5, 2018 (subject to change).
3. The Core B 2017-2018 "subject" will be inputted into each CE Provider's list of subjects on the online system by the close of business on Wednesday, June 27, 2018. The CE Provider will then schedule the actual Core B 2017-2018 offerings in the system, both live and online.
4. Both Core A 2017-2018 "Technology: The Good, The Bad, and the Evil" and Core B 2017-2018 "Agency and the Practice of Dual Agency" are available to May 31, 2019. After May 31, 2019, licensees will not be able to take both core courses and will have to take elective CE credits if they are reactivating or restoring their license.

5. The Commission is open to suggestions for the topics for Core A and Core B 2019-2020. Submit your ideas to the Real Estate Branch, attention Diane Choy Fujimura, Senior Real Estate Specialist.
6. Questions and comments may be directed to the Real Estate Branch, 808-586-2643.



NEW COMMISSIONERS

Effective July 1, 2018, the Commission welcomes Russell S. Kyono, Kauai Commissioner, and John R. Love, Oahu Public Member. Both terms expire June 30, 2022.

Mr. Kyono is a lifelong resident of Kauai. He attended the University of Hawaii, Manoa, and received a degree from the School of Travel Industry Management. He received his real estate salesperson's license in 1981, and his broker's license in 1991. He is the owner and principal broker of K-ONI, Inc., dba Kauai Rentals & Real Estate, Lihue, Kauai.

Mr. Love is a partner with Cades Schutte LLP and has been associated with the firm since 2010. He focused on development of residential, resort, and commercial projects, including condominium projects, commercial leasing, real estate acquisition, sales and financing. He received his Juris Doctor degree from Northwestern University, School of Law, and his undergraduate degree from Yale University.



SECOND TERMS FOR TWO COMMISSIONERS

Michael Pang, Broker, Oahu, and Sean Ginoza, Broker, Hilo, HI, were both confirmed by the Hawaii State Senate on April 13th and April 17th, respectively, to serve second terms on the Hawaii Real Estate Commission. The terms are from July 1, 2018 – June 30, 2022. Mr. Pang is the new Chair of the Commission, and Mr. Ginoza will serve as Vice Chair for the Laws and Rules Review Committee.



NEW CE ONLINE COURSE APPLICATION AND ONLINE CE COURSE CERTIFICATION REQUIREMENTS

The Real Estate Commission ("Commission") has embarked on a project to improve the quality of online education by setting new certification requirements for online continuing education courses. The new certification requirements are based on the standards set by the Association of Real Estate License Law Officials ("ARELLO"), the national organization that created distance education standards. The Commission recognizes ARELLO-certified continuing education courses as stated in Hawaii Revised Statutes ("HRS") §467-4.5(d)(1)(D), "Continuing education courses shall be designed to improve a licensee's competency, or professional standards and practice and shall: (1) Be offered by a provider approved by the commission and either be: . . . (D) Certified by the Association of Real Estate License Law Officials;" Continuing education courses that are ARELLO-

certified and submitted for review and approval by the Commission may be approved by Staff, and do not need to be reviewed by the Commission for approval at its monthly Education Review Committee meeting.

In the future, and a specific date has not been specified, the Commission is working towards requiring that all online continuing education courses be ARELLO-certified.

All online continuing education courses that are recertified for the 2019-2020 biennium, must meet the online continuing education course certification requirements. The new continuing education course application is much more detailed than the existing continuing education elective course application. There will be a separate application for a live course and an online course, and all current application fees will remain: \$50/credit hour for an elective continuing education course, and \$25/3 credit hours or portion thereof for an ARELLO- or Nationally-certified continuing education course.

The application for an elective continuing education course will be amended to require at least one (1) interactive activity in the live course presentation for a three-hour course. If the course is more than three hours in length, there should be at least one (1) interactive activity for every 3 hours of the course, or portion thereof. This requirement is subject to change.

The Online CE Course Certification Requirements are below, followed by the new CE Online Course Application.

ONLINE CONTINUING EDUCATION COURSE CERTIFICATION REQUIREMENTS

To raise the standard of Hawaii's continuing education courses, the following policies are required for all online continuing education courses submitted for review by the Hawaii Real Estate Commission's Education Review Committee ("ERC"). These policies are based on the ARELLO (Association of Real Estate License Law Officials*) Distance Education Certification Program policies and procedures.

* Additional information on ARELLO may be found at www.arello.org.

1. Online continuing education courses are required to provide the following information to students:
 - The name and direct contact information of the instructor
 - Instructor response time
 - Course description
 - Prerequisites for the course (if any)
 - Criteria for successful completion of the course
 - Exam information, if applicable
 - Refund policies
 - Equipment and system requirements

- Any relevant state or jurisdiction specific requirements
- Technical support availability and contact information
- The orientation must contain a mandatory acknowledgement by the learner that the learner has read and understands the orientation

2. Online continuing education courses are required to have learning objectives that describe the outcome of the learning process.

Students need to know what they are expected to learn in the course. The learning objectives or outcomes define the skills and knowledge the students should have at the end of the course. The learning objectives should be stated in terms of performance. For instance, "Upon completion of this course, the student will be able to identify from a set of facts, the real estate issues involved and any possible licensing law violations." Or, "Upon completion of this course, the student will be able to describe violations of the fair housing laws applicable in Hawaii."

3. All courses submitted for certification are required to have quantifiable evidence of clock hour requested. See Course Curriculum form in CE elective course application.
4. All courses submitted for certification are required to have a time tracking mechanism.

Providers are required to have a system in place that quantifies the amount of time learners spend in a course.

5. Online continuing education courses are required to have interactivity.

All courses must have learning strategies that provide interactivity throughout the course.

Courses must show evidence of learner-to-content interaction. Examples include, but are not limited to, links to vocabulary words, links to supplemental reference material, exercises, quizzes, final exams and remediation exercises. It should be noted that "clicking" does not constitute learner-to-content interaction.

6. Online continuing education courses are required to have assessments and use remediation within the course.
 - A. Incremental assessments should be designed to properly measure whether or not mastery of the material has been achieved. Incremental assessments may include quizzes given throughout each logical unit of instruction.
 - B. There must be at least 5 assessment questions per course clock hour.
 - C. Remediation involves providing a learner who has answered an item incorrectly with an indication of why their answer was incorrect. The following are not considered adequate remediation: giving the learner an immediate opportunity to

retake an identical question, or providing the learner with the correct answer without providing an accompanying explanation.

7. Online continuing education courses are required to have evaluations of the learning experience.
 - A. The evaluation must assess the effectiveness of the instructor, course delivery, and course content. This important feedback tool allows the provider to continue their commitment to providing quality distance education.
 - B. Tabulation of the responses to each question presented in the evaluation is required to be submitted for recertification of the course. All comments must be provided.

The following are suggested evaluation questions to include on an Online CE Course Evaluation form which should have a rating scale for each item, e.g. 1 – 5, with 1 being the lowest rating, and 5 being the highest rating:

1. Course expectations – "Did the course cover the content you were expecting?"
2. Course structure and content – "Was the content arranged in a clear and logical way?"
3. Quizzing – "Was the quiz feedback timely and relevant?"
"Did the quiz feedback present new knowledge?"
"Were the quizzes presented in adequate intervals?"
4. Timing – "What was the (average) amount of time you spent on this online CE course?"
"Did you feel the amount of time it took to complete the course was appropriate for the content?"
5. Online CE pace and navigation – "How would you rate the ease of navigation?"
6. Interactivity – This online CE course contained opportunities for interactive learning.
7. Visual design – "Rate the legibility of the text and fonts in this course."
8. Overall experience – "Based on this experience, would you take another online CE course?"
9. "Would you recommend this course to others?"

SAMPLE OF THE CE ONLINE ELECTIVE COURSE APPLICATION

Print Form

CERTIFICATION OF REAL ESTATE CONTINUING EDUCATION ONLINE ELECTIVE COURSE

Application and Certification Procedures for Continuing Education Elective Course

The course author/owner is responsible to:

- ✦ Submit a completed application form which includes a detailed Course Curriculum consisting of:
 - A link to access the course, including user ID and password
 - A Course Outline
 - Learning objectives for EACH topic
 - Students need to know what they are expected to learn in the course. The learning objectives or outcomes define the skills and knowledge the students should have at the end of the course. The learning objectives should be stated in terms of performance. For instance, "Upon completion of this course, the student will be able to identify from a set of facts, the real estate issues involved and any possible licensing law violations." Or, "Upon completion of this course, the student will be able to describe violations of the fair housing laws applicable in Hawaii."
 - Course content
 - Time spent per topic (total time must equal the number of credit hours requested)
 - Supporting materials
- ✦ Complete applications only will be reviewed and considered by the Real Estate Commission's ("Commission") Education Review Committee. Incomplete applications will not be considered.
- ✦ Course certification expires and must be recertified prior to the end of each even-numbered year; failure to recertify will result in forfeiture of the course certification. **The recertification deadline is November 30 of each even-numbered year**
- ✦ Application fee (non-refundable) - \$150 for a 3 hour course. \$50.00 for each additional hour for up to 15 hours of total instructional time not including breaks. Attach a check payable to "Commerce and Consumer Affairs."
- ✦ If the course being certified is authorized/owned by someone else, attach a completed "Authorization to Offer Course" form with application. This form must be signed by the author/owner of the continuing education course(s).
- ✦ Course design must require students to navigate through the content to reach assessments. Students shall not be allowed to bypass any of the course content.

This material can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at (808) 586-2643 to submit your request.

CEELECT_Online_1806

REAL ESTATE COMMISSION
State of Hawaii
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
335 Merchant Street, Room 333
Honolulu, Hawaii 96813

| FOR OFFICE USE ONLY | |
|-----------------------|--------------------|
| Approved/Date: | Certification No.: |
| Denied/Date: | Credit Hours: |
| Cashier's Validation: | |

APPLICATION FOR CERTIFICATION OF CONTINUING EDUCATION ONLINE ELECTIVE COURSE

| | |
|----|--|
| 1. | Name of Elective Course: |
| 2. | Name, Address and Phone No. of Course Author(s) or Owner: Email: |
| 3. | Name, Address, and Phone No. of Provider: Email: Provider is registered with the Real Estate Commission: Yes <input type="checkbox"/> No <input type="checkbox"/> Pending Provider Registration Application <input type="checkbox"/> Name of Instructor: |
| 4. | Number of credit hours requested (up to maximum of 15 credit hours): _____ |
| 5. | Summary description of course content: _____ _____ _____ _____ |
| 6. | Course Category: Please indicate a course category for this course. If applicable, a course may fall under more than one (1) category. <div style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;"> <input type="checkbox"/> Contracts <input type="checkbox"/> Investment <input type="checkbox"/> Real Estate Law <input type="checkbox"/> Dispute Resolution <input type="checkbox"/> Property Management <input type="checkbox"/> Other: _____ </div> <div style="width: 50%;"> <input type="checkbox"/> Finance <input type="checkbox"/> Property Ownership and Development <input type="checkbox"/> Risk Management <input type="checkbox"/> Technology and the Licensee <input type="checkbox"/> Broker Management </div> </div> |

For
Cashier's Use
Only

App \$150 905
 Svc Fee \$25 BCF

7. Course Certification: Each elective course must satisfy **both (a) and (b)** of the following:

a. Furthers at least one of the following goals (check at least one):

☐ Protects the general public in its real estate transactions. Briefly explain:

☐ Enables the licensee to serve the objectives of the consumer in a real estate transaction. Briefly explain:

☐ Enables the licensee to maintain, develop and improve the licensee's competency and professionalism in a changing market place. Briefly explain:

b. Qualifies as either (check at least one):

☐ Consumer Protection Course. Explain briefly in what manner the course addresses issues and concepts relating to §467-14, Hawaii Revised Statutes or §16-99-3, Hawaii Administrative Rules.

☐ Professional Standards or Practice course. Explain briefly in what manner the course covers issues, knowledge and concepts relating to real estate professional development.

8. §16-99-87, Hawaii Administrative Rules, defines "continuing education" as ". . . elective courses that involve areas designed to improve a licensee's competency or professional standards and practice, and which courses are determined by the commission to exceed minimum entry level competency in the subject matter of the course, including consumer protection in real estate transactions." "Beyond professional entry" means "the course objectives involve learning outcomes which help the licensee develop more than minimal entry level competency in the subject matter of the course. . . ."

Explain why this course is "beyond professional entry."

9. How is the orientation provided to the student? Please upload the orientation specific to this course.

10. Please provide a copy of or link to the course syllabi and/or manuals for this course. Syllabi and student manuals must contain the following items. By placing a check next to items below, verify each applicable item is located in the student manual or orientation area of the course.

Link:

- ☐ Instructor contact information
- ☐ Student material required, (such as software, specialized internet providers, etc.)
- ☐ Testing/Interactivity
- ☐ Deadlines
- ☐ Fees and refunds
- ☐ ADA Information (explain)
- ☐ Technology support services available to students
- ☐ Completion/course completion certificates

11. Please provide your course objectives in the space below, or reference where they can be found in the course. If you note them below, please indicate if they are the course objectives or individual module objectives.

12. Please include the course outline in a separate document/file in your submission. The course outline may include course objectives, as well. If this course includes a mandatory timer, please include the intended time spent on each section.

13. After enrolling in this course, how long does a student have to complete it before he/she must begin again? How and where is this communicated to student?

14. On what basis is this course sequenced/organized? (Check one)

- ☐ Chapter
☐ Lesson
☐ Module
☐ Other (explain)

15. Is this course designed as a lock-step course or can the student access the information in non-sequential order?

16. Does this course include reference materials ☐ Yes ☐ No

17. Please include copies of any reference (print or non-print) used with this course with your submission materials. It is important that all links (including links used for reference materials) be operational at the time of course submission.

18. Does your course require mandated seat time ☐ Yes ☐ No

19. All courses submitted will need to provide written documentation for the clock hour justification. This includes the time studies (submitted separately), as well as, a justification of the instructional elements. A table has been developed to help as a guide for the support of the clock hours. You may or may not use this for your support. If you choose to use your own documentation, please upload that file to support your justification of clock hours.

| Unit | Exercises | Quizzes | Embedded video time | PDF/website links |
|------|-----------|---------|---------------------|-------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

20. How is the course time tracked?

21. Interactivity is an important element in distance education. Please explain how interactivity is promoted in this course. Describe how any of the following strategies are utilized to achieve interaction in the course.

Learner to
Content

Learner to
Instructor

Learner to
Learner

22. Please state how you are measuring mastery of each of the above course objectives .

23. Please indicate the mechanism used to evaluate or measure interactivity within the course and what format is used for these evaluation points. Some examples are listed below but not limited to: (Check all that apply)

☐ Formal feedback points in this course

☐ Informal discussion by instructors with students

☐ Outside observers

☐ Emails

☐ Telephone

☐ Fax

☐ Bulletin Boards

☐ Chat-rooms

☐ Threaded discussions

☐ Other methods (describe)

24. Average number of assessment questions per chapter/lesson/module: _____

NOTE: A minimum of five (5) assessment questions per clock hour is required.

25. Please upload a copy of your assessment questions for incremental and final assessment.

26. Please explain the process that occurs in the event the student fails the assessment.

27. How is remediation implemented in this course?

28. Are there summative (final exams) assessments included in this course? ☐ Yes ☐ No

Certification of Applicant:

I hereby certify that the statements and answers on this application and accompanying document(s) are true and correct. I certify that all copyrighted materials are used with permission of the owner of those copyrighted materials. I understand that any statement false or untrue, or any material misstatement of fact shall constitute grounds for refusal or subsequent revocation of certification. I further certify that this course meets the criteria for continuing education as identified in §16-99-100, HAR.

Signature of **Author/Owner**

Print Name

Date



**PASS-FAIL RATES
ONE YEAR ROLLING AND APRIL – JUNE 2018 STATS**

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date : 06/01/17 - 06/30/18
Test Name : HI Real Estate Broker
Component : HI Real Estate Broker - National ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1166 | Abe Lee Seminars (Online) | 26 | 18 | 8 | 69.23 |
| 1151 | Akahi Real Estate Network, LLC | 4 | 3 | 1 | 75.00 |
| 1178 | American Dream Real Estate School | 5 | 4 | 1 | 80.00 |
| 1180 | Bly School of Real Estate (Classroom) | 39 | 24 | 15 | 61.54 |
| 1181 | Bly School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 20 | 18 | 2 | 90.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 9 | 7 | 2 | 77.78 |
| 1155 | Dower School of Real Estate (Did not renew for 2017-2018 biennium) | 1 | 1 | 0 | 100.00 |
| 1159 | Maui Community College-VITEC (Did not renew for 2017-2018 biennium) | 1 | 1 | 0 | 100.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 6 | 6 | 0 | 100.00 |
| 8888 | Pre-License and Uniform Equivalency | 4 | 4 | 0 | 100.00 |
| 7777 | Pre-License Equivalency Only | 7 | 4 | 3 | 57.14 |
| 1168 | ProSchools, Inc.(Online) | 26 | 19 | 7 | 73.08 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 3 | 2 | 1 | 66.67 |
| 1162 | REMI School of Real Estate (Classroom) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 20 | 10 | 10 | 50.00 |
| 1170 | Seiler School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 6 | 2 | 4 | 33.33 |
| 1171 | Vitousek RE Schools, Inc (Online) | 2 | 2 | 0 | 100.00 |
| | | 182 | 128 | 54 | 70.33 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date : 06/01/17 - 06/30/18
 Test Name : HI Real Estate Broker
 Component : HI Real Estate Broker - State ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 2 | 2 | 0 | 100.00 |
| 1166 | Abe Lee Seminars (Online) | 32 | 11 | 21 | 34.38 |
| 1151 | Akahi Real Estate Network, LLC | 4 | 0 | 4 | 0.00 |
| 1152 | All Islands Real Estate School | 2 | 2 | 0 | 100.00 |
| 1178 | American Dream Real Estate School | 6 | 3 | 3 | 50.00 |
| 1180 | Bly School of Real Estate (Classroom) | 42 | 29 | 13 | 69.05 |
| 1181 | Bly School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 22 | 15 | 7 | 68.18 |
| 1174 | Carol Ball School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 9 | 5 | 4 | 55.56 |
| 1177 | Continuing Ed Express LLC | 1 | 0 | 1 | 0.00 |
| 1155 | Dower School of Real Estate (Did not renew for 2017-2018 biennium) | 4 | 1 | 3 | 25.00 |
| 1175 | Inet Realty | 2 | 0 | 2 | 0.00 |
| 1159 | Maui Community College-VITEC (Did not renew for 2017-2018 biennium) | 2 | 1 | 1 | 50.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 7 | 5 | 2 | 71.43 |
| 8888 | Pre-License and Uniform Equivalency | 35 | 8 | 27 | 22.86 |
| 7777 | Pre-License Equivalency Only | 30 | 8 | 22 | 26.67 |
| 1168 | ProSchools, Inc.(Online) | 34 | 16 | 18 | 47.06 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 4 | 1 | 3 | 25.00 |
| 1162 | REMI School of Real Estate (Classroom) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 26 | 5 | 21 | 19.23 |
| 1170 | Seiler School of Real Estate (Online) | 4 | 1 | 3 | 25.00 |
| 1183 | The CE Shop, Inc. | 1 | 1 | 0 | 100.00 |
| 5555 | Uniform Equivalency Only | 7 | 3 | 4 | 42.86 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 12 | 2 | 10 | 16.67 |
| 1171 | Vitousek RE Schools, Inc (Online) | 4 | 1 | 3 | 25.00 |
| | | 295 | 123 | 172 | 41.69 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date : 06/01/17 - 06/30/18
 Test Name : HI Real Estate Salesperson
 Component : HI Real Estate Salesperson - National ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 357 | 173 | 184 | 48.46 |
| 1166 | Abe Lee Seminars (Online) | 257 | 146 | 111 | 56.81 |
| 1151 | Akahi Real Estate Network, LLC | 56 | 37 | 19 | 66.07 |
| 1152 | All Islands Real Estate School | 96 | 51 | 45 | 53.12 |
| 1180 | Bly School of Real Estate (Classroom) | 84 | 42 | 42 | 50.00 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 92 | 73 | 19 | 79.35 |
| 1174 | Carol Ball School of Real Estate (Online) | 16 | 14 | 2 | 87.50 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 99 | 43 | 56 | 43.43 |
| 1177 | Continuing Ed Express LLC | 9 | 7 | 2 | 77.78 |
| 1155 | Dower School of Real Estate (Did not renew for 2017-2018 biennium) | 4 | 1 | 3 | 25.00 |
| 1156 | Fahmi School of Real Estate (Did not renew for 2017-2018 biennium) | 1 | 0 | 1 | 0.00 |
| 1182 | Hawaii Real Estate Academy (Classroom) | 25 | 14 | 11 | 56.00 |
| 1175 | Inet Realty | 144 | 65 | 79 | 45.14 |
| 1159 | Maui Community College-VITEC (Did not renew for 2017-2018 biennium) | 8 | 7 | 1 | 87.50 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 16 | 10 | 6 | 62.50 |
| 8888 | Pre-License and Uniform Equivalency | 28 | 10 | 18 | 35.71 |
| 7777 | Pre-License Equivalency Only | 45 | 40 | 5 | 88.89 |
| 1168 | ProSchools, Inc.(Online) | 159 | 114 | 45 | 71.70 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 49 | 13 | 36 | 26.53 |
| 1173 | Ralph Foulger's School of Real Estate (Online) | 3 | 2 | 1 | 66.67 |
| 1162 | REMI School of Real Estate (Classroom) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 117 | 78 | 39 | 66.67 |
| 1170 | Seiler School of Real Estate (Online) | 32 | 26 | 6 | 81.25 |
| 1183 | The CE Shop, Inc. | 5 | 4 | 1 | 80.00 |
| 5555 | Uniform Equivalency Only | 6 | 5 | 1 | 83.33 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 25 | 16 | 9 | 64.00 |
| 1171 | Vitousek RE Schools, Inc (Online) | 16 | 9 | 7 | 56.25 |
| | | 1750 | 1001 | 749 | 57.20 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date : 06/01/17 - 06/30/18
 Test Name : HI Real Estate Salesperson
 Component : HI Real Estate Salesperson - State ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 393 | 218 | 175 | 55.47 |
| 1166 | Abe Lee Seminars (Online) | 287 | 166 | 121 | 57.84 |
| 1151 | Akahi Real Estate Network, LLC | 67 | 32 | 35 | 47.76 |
| 1152 | All Islands Real Estate School | 115 | 42 | 73 | 36.52 |
| 1178 | American Dream Real Estate School | 1 | 0 | 1 | 0.00 |
| 1180 | Bly School of Real Estate (Classroom) | 91 | 61 | 30 | 67.03 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 101 | 60 | 41 | 59.41 |
| 1174 | Carol Ball School of Real Estate (Online) | 19 | 11 | 8 | 57.89 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 117 | 37 | 80 | 31.62 |
| 1177 | Continuing Ed Express LLC | 12 | 5 | 7 | 41.67 |
| 1155 | Dower School of Real Estate (Did not renew for 2017-2018 biennium) | 4 | 2 | 2 | 50.00 |
| 1156 | Fahrni School of Real Estate (Did not renew for 2017-2018 biennium) | 1 | 1 | 0 | 100.00 |
| 1182 | Hawaii Real Estate Academy (Classroom) | 27 | 8 | 19 | 29.63 |
| 1175 | Inet Realty | 158 | 67 | 91 | 42.41 |
| 1159 | Maui Community College-VITEC (Did not renew for 2017-2018 biennium) | 11 | 5 | 6 | 45.45 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 16 | 6 | 10 | 37.50 |
| 8888 | Pre-License and Uniform Equivalency | 83 | 32 | 51 | 38.55 |
| 7777 | Pre-License Equivalency Only | 75 | 38 | 37 | 50.67 |
| 1168 | ProSchools, Inc.(Online) | 185 | 80 | 105 | 43.24 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 57 | 13 | 44 | 22.81 |
| 1173 | Ralph Foulger's School of Real Estate (Online) | 3 | 1 | 2 | 33.33 |
| 1162 | REMI School of Real Estate (Classroom) | 1 | 0 | 1 | 0.00 |
| 1169 | REMI School of Real Estate (Online) | 146 | 48 | 98 | 32.88 |
| 1179 | Savio Realty Ltd. dba Savio Real Estate Academy | 1 | 0 | 1 | 0.00 |
| 1170 | Seiler School of Real Estate (Online) | 38 | 21 | 17 | 55.26 |
| 1183 | The CE Shop, Inc. | 5 | 2 | 3 | 40.00 |
| 5555 | Uniform Equivalency Only | 11 | 4 | 7 | 36.36 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 24 | 6 | 18 | 25.00 |
| 1171 | Vitousek RE Schools, Inc (Online) | 20 | 6 | 14 | 30.00 |
| | | 2069 | 972 | 1097 | 46.98 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date : 04/01/18 - 06/30/18
 Test Name : HI Real Estate Broker
 Component : HI Real Estate Broker - National ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1166 | Abe Lee Seminars (Online) | 6 | 3 | 3 | 50.00 |
| 1151 | Akahi Real Estate Network, LLC | 1 | 1 | 0 | 100.00 |
| 1180 | Bly School of Real Estate (Classroom) | 5 | 4 | 1 | 80.00 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 2 | 2 | 0 | 100.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 6 | 6 | 0 | 100.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 6 | 6 | 0 | 100.00 |
| 8888 | Pre-License and Uniform Equivalency | 1 | 1 | 0 | 100.00 |
| 7777 | Pre-License Equivalency Only | 1 | 1 | 0 | 100.00 |
| 1168 | ProSchools, Inc.(Online) | 4 | 4 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 9 | 4 | 5 | 44.44 |
| 1170 | Seiler School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1171 | Vitousek RE Schools, Inc (Online) | 1 | 1 | 0 | 100.00 |
| | | 43 | 34 | 9 | 79.07 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date : 04/01/18 - 06/30/18
 Test Name : HI Real Estate Broker
 Component : HI Real Estate Broker - State ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|--|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 1 | 1 | 0 | 100.00 |
| 1166 | Abe Lee Seminars (Online) | 7 | 3 | 4 | 42.86 |
| 1151 | Akahi Real Estate Network, LLC | 1 | 0 | 1 | 0.00 |
| 1180 | Bly School of Real Estate (Classroom) | 6 | 5 | 1 | 83.33 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 2 | 2 | 0 | 100.00 |
| 1174 | Carol Ball School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 6 | 4 | 2 | 66.67 |
| 1155 | Dower School of Real Estate (Did not renew 2017-2018 biennium) | 2 | 0 | 2 | 0.00 |
| 1175 | Inet Realty | 2 | 0 | 2 | 0.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 7 | 5 | 2 | 71.43 |
| 8888 | Pre-License and Uniform Equivalency | 4 | 1 | 3 | 25.00 |
| 7777 | Pre-License Equivalency Only | 3 | 1 | 2 | 33.33 |
| 1168 | ProSchools, Inc.(Online) | 4 | 4 | 0 | 100.00 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 9 | 2 | 7 | 22.22 |
| 1170 | Seiler School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 5555 | Uniform Equivalency Only | 2 | 1 | 1 | 50.00 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 1 | 0 | 1 | 0.00 |
| 1171 | Vitousek RE Schools, Inc (Online) | 2 | 1 | 1 | 50.00 |
| | | 62 | 33 | 29 | 53.23 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date : 04/01/18 - 06/30/18

Test Name : HI Real Estate Salesperson

Component : HI Real Estate Salesperson - National ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 83 | 37 | 46 | 44.58 |
| 1166 | Abe Lee Seminars (Online) | 53 | 30 | 23 | 56.60 |
| 1151 | Akahi Real Estate Network, LLC | 12 | 8 | 4 | 66.67 |
| 1152 | All Islands Real Estate School | 15 | 6 | 9 | 40.00 |
| 1180 | Bly School of Real Estate (Classroom) | 21 | 13 | 8 | 61.90 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 15 | 9 | 6 | 60.00 |
| 1174 | Carol Ball School of Real Estate (Online) | 4 | 3 | 1 | 75.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 29 | 13 | 16 | 44.83 |
| 1177 | Continuing Ed Express LLC | 1 | 1 | 0 | 100.00 |
| 1155 | Dower School of Real Estate (Did not renew 2017-2018 biennium) | 1 | 0 | 1 | 0.00 |
| 1182 | Hawaii Real Estate Academy (Classroom) | 12 | 5 | 7 | 41.67 |
| 1175 | Inet Realty | 28 | 11 | 17 | 39.29 |
| 1159 | Maui Community College-VITEC (Did not renew 2017-2018 biennium) | 5 | 4 | 1 | 80.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 15 | 9 | 6 | 60.00 |
| 8888 | Pre-License and Uniform Equivalency | 8 | 2 | 6 | 25.00 |
| 7777 | Pre-License Equivalency Only | 8 | 8 | 0 | 100.00 |
| 1168 | ProSchools, Inc.(Online) | 19 | 16 | 3 | 84.21 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 8 | 0 | 8 | 0.00 |
| 1173 | Ralph Foulger's School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 28 | 20 | 8 | 71.43 |
| 1170 | Seiler School of Real Estate (Online) | 9 | 6 | 3 | 66.67 |
| 1183 | The CE Shop, Inc. | 2 | 1 | 1 | 50.00 |
| 5555 | Uniform Equivalency Only | 1 | 1 | 0 | 100.00 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 6 | 3 | 3 | 50.00 |
| 1171 | Vitousek RE Schools, Inc (Online) | 2 | 1 | 1 | 50.00 |
| | | 386 | 208 | 178 | 53.89 |

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date : 04/01/18 - 06/30/18
 Test Name : HI Real Estate Salesperson
 Component : HI Real Estate Salesperson - State ORIGINAL

| School Code | School Name | Tested | Passed | Failed | % Passed |
|-------------|---|--------|--------|--------|----------|
| 1150 | Abe Lee Seminars (Classroom) | 88 | 50 | 38 | 56.82 |
| 1166 | Abe Lee Seminars (Online) | 56 | 31 | 25 | 55.36 |
| 1151 | Akahi Real Estate Network, LLC | 18 | 6 | 12 | 33.33 |
| 1152 | All Islands Real Estate School | 17 | 7 | 10 | 41.18 |
| 1178 | American Dream Real Estate School | 1 | 0 | 1 | 0.00 |
| 1180 | Bly School of Real Estate (Classroom) | 21 | 17 | 4 | 80.95 |
| 1153 | Carol Ball School of Real Estate (Classroom) | 16 | 9 | 7 | 56.25 |
| 1174 | Carol Ball School of Real Estate (Online) | 5 | 1 | 4 | 20.00 |
| 1154 | Coldwell Banker Pacific Properties, Real Estate School | 33 | 11 | 22 | 33.33 |
| 1177 | Continuing Ed Express LLC | 1 | 1 | 0 | 100.00 |
| 1155 | Dower School of Real Estate (Did not renew 2017-2018 biennium) | 1 | 0 | 1 | 0.00 |
| 1182 | Hawaii Real Estate Academy (Classroom) | 13 | 3 | 10 | 23.08 |
| 1175 | Inet Realty | 30 | 15 | 15 | 50.00 |
| 1159 | Maui Community College-VITEC (Did not renew 2017-2018 biennium) | 5 | 2 | 3 | 40.00 |
| 1184 | OnCourse Learning Corp. dba OnCourse Learning Real Estate | 15 | 5 | 10 | 33.33 |
| 8888 | Pre-License and Uniform Equivalency | 16 | 4 | 12 | 25.00 |
| 7777 | Pre-License Equivalency Only | 13 | 5 | 8 | 38.46 |
| 1168 | ProSchools, Inc.(Online) | 22 | 9 | 13 | 40.91 |
| 1161 | Ralph Foulger's School of Real Estate (Classroom) | 10 | 0 | 10 | 0.00 |
| 1173 | Ralph Foulger's School of Real Estate (Online) | 1 | 1 | 0 | 100.00 |
| 1169 | REMI School of Real Estate (Online) | 31 | 11 | 20 | 35.48 |
| 1170 | Seiler School of Real Estate (Online) | 11 | 4 | 7 | 36.36 |
| 1183 | The CE Shop, Inc. | 2 | 1 | 1 | 50.00 |
| 5555 | Uniform Equivalency Only | 3 | 1 | 2 | 33.33 |
| 1165 | Vitousek RE Schools, Inc (Classroom) | 6 | 1 | 5 | 16.67 |
| 1171 | Vitousek RE Schools, Inc (Online) | 2 | 0 | 2 | 0.00 |
| | | 437 | 195 | 242 | 44.62 |

CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
All Islands Real Estate School
American Dream Real Estate School, LLC
Asentiv Hawaii
At Your Pace Online, LLC
The Berman Education Company, LLC
Bly School of Real Estate
Building Industries Association of Hawaii
Carol Ball School of Real Estate
The CE Shop, Inc.
CMPS Institute, LLC
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
The Council of Residential Specialists
Dexterity CE, LLC
Eddie Flores Real Estate Continuing Education
Hawaii Association of Realtors
Hawaii Business Training
Hawaii CCIM Chapter
Hawaii First Realty, LLC
Hawaii Island Realtors
Ho'akea LLC dba Ku'iwalu
Honolulu Board of Realtors
Institute of Real Estate Management Hawaii Chapter #34
International Association of Certified Home Inspectors (InterNACHI)
International Council of Shopping Centers, Inc.
Kauai Board of Realtors
McKissock, LP
Shari S. Motooka-Higa
OnCourse Learning Corporation
dba OnCourse Learning Real Estate
Preferred Systems, Inc.
Ralph Foulger's School of Real Estate
Realtors' Association of Maui, Inc.
REMI School of Real Estate
Russ Goode Seminars
Servpro Industries, Inc.
USA Homeownership Foundation, Inc.,
dba Veterans Association of Real Estate Professionals (VAREP)
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
American Dream Real Estate School, LLC
Bly School of Real Estate
Carol Ball School of Real Estate
The CE Shop, Inc.
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
Digital Learning Centers, LLC dba REMI School of Real Estate
Inet Realty
Maui Real Estate Academy, LLC dba Hawaii Real Estate Academy
OnCourse Learning Corporation dba OnCourse Learning Real Estate
Ralph Foulger's School of Real Estate
Savio Realty Ltd., dba Savio Real Estate Academy
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.



**2018 REAL ESTATE COMMISSION
MEETING SCHEDULE**

| | |
|---|---|
| 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 | Real Estate Commission 9:00 a.m. |
| Wednesday, July 11, 2018 | Friday, July 27, 2018 |
| Wednesday, August 8, 2018 | Friday, August 24, 2018 |
| *Wednesday, September 12, 2018 | Friday, September 21, 2018 |
| Wednesday, October 10, 2018 | Friday, October 26, 2018 |
| Wednesday, November 14, 2018 | Friday, November 21, 2018 |
| Wednesday, December 12, 2018 | Friday, December 21, 2018 |

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

*The committee meetings will be held in Lihue, Kauai at The Grove Farm Building, Conference Room 3-1850, Kaumualii Highway.

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. This material can be made available to individuals with special needs. Please contact the executive officer at 586-2643 to submit your request.

A decorative border of colored pencils surrounds the page. At the top are three pencils: yellow, brown, and green. On the right side are two pencils: blue and yellow. At the bottom are three pencils: brown, yellow, and blue. On the left side are four pencils: yellow, blue, red, and green. In the bottom right corner, there is a teal cup holding several pencils: red, yellow, blue, green, and brown.

COMMISSIONERS:

Michael Pang, Chair
Real Estate Commission

Scott C. Arakaki, Vice Chair Real
Estate Commission, Chair
Laws and Rules Review
Committee

Laurie Lee, Chair
Condominium Review Committee

Bruce Faulkner, Chair
Education Review Committee

Aileen Y. Wada, Vice Chair
Education Review Committee

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Laws and Rules Review
Committee

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Kauai Commissioner

John Love, Vice Chair
Condominium Review Committee

SCHOOL FILES

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