

# School Files

Hawaii Real Estate Commission

April 2019

[www.hawaii.gov/hirec](http://www.hawaii.gov/hirec)

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## **GOT CONDO COURSE??**

The Real Estate Commission is putting out a call for courses on condominiums, specifically related to the importance of reading condo documents PRIOR to purchasing a condo, condo self-governance, assessments, reserve studies, parking stalls, condo declaration, house rules, and by-laws. This is not a be-all, end-all list of topics.

Interested in developing condo-related courses? If so, the application for a Continuing Education Elective Course is available on the Commission's website, [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec), click on "Forms," scroll to the Continuing Education Applications subheading, and download the application. When submitting the course application, remember that the course must be a minimum of three (3) hours of instruction time. There must be at least one (1) interactive component to the course, which may take the form of Q & A between instructor and students, a quiz, small group activity, etc.

The course materials which include PowerPoint slides (if applicable), reference materials, a topic outline of the course, time frames (the amount of time taken to present/discuss each topic), the narrative for the course topics, etc., should be submitted with the course application and application fee. The course application and course materials will be reviewed by the Commission's Education Review Committee ("ERC") at its monthly meeting, usually the second Wednesday of the month.

While there are existing condo-related continuing education courses certified by the Commission, more courses are needed. The Commission has set a priority for educating consumers about purchasing a condominium, and educating real estate licensees about buying a condominium, so they may truly assist their clients with the condo purchase. Both consumers and licensees know far too little about life in a condominium, and what information is available on a prospective condominium purchase.

Hawaii was the first state to establish a condominium law. There are many condominiums in Hawaii that are more than 40-60 years old. Aging plumbing, elevators, railings, the lack of fire sprinklers, not enough reserves held by the AOUOs (Association of Unit Owners), the potential problems are numerous and costly. Purchasers should be aware of what they are buying BEFORE they make the purchase. Licensees, likewise, should be aware of the important information available about a potential condo purchase by their clients, and make sure their clients have been apprised of what's available. Condo living is vastly different than living in a single-family residence.

GOT CONDO COURSE??



## RENEWAL AND THE AFTERMATH . . .

Renewals are done for the majority of licensees, however, there are some stragglers. Here are some things to keep in mind for the next go-around:

Check your pocket identification card. If you successfully renewed your license, you will be mailed a pocket identification card ("Card"). What you should do is **open the envelope** and check the Card. If you successfully renewed on active status, your Card will have the expiration date of the new biennium. ACTIVE will NOT be printed on the Card. However, if you renewed on inactive status, INACTIVE will be printed on the Card. If you renewed on active status but the Card has "INACTIVE" printed, your license is inactive. If your license was renewed INACTIVE involuntarily, the following may be possible reasons why:

### 1. INCOMPLETE CE HOURS:

Duplicate continuing education credit. Hawaii Administrative Rules, §16-99-95 was amended in December 2016 and states a licensee may not receive CE credit for the SAME course if taken in two consecutive biennia. "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." So, if you're wondering why your license is inactive even after you completed the required 20 hours of continuing education (CE) courses, double-check the courses you completed are not duplicate courses from the previous biennium. Check your CE history!!

Ethics courses. If the trade organization is requiring ethics courses as a prerequisite to complete the membership renewal process, keep in mind only CE courses approved by the Hawaii Real Estate Commission ("Commission") and offered by a CE Provider approved by the Commission are available for CE credit to Hawaii real estate licensees. Contact the CE Provider that is offering that particular ethics course to see if it was approved by the Commission to receive CE credit.

## 2. DEPENDENCY:

If the PB's, BIC's, and/or the brokerage firm's licenses are not successfully renewed before December 31 of the even-numbered year and prior to associating licensees renewing their license, all associating licensees will be renewed on **inactive** status.

If your license should be active but was involuntarily renewed on inactive status, you must stop conducting any real estate activity.

Another thing to remember is changing your license status from ACTIVE TO INACTIVE or "putting it on ice." If you want to change from an active to inactive status, you must submit the Change Form – Real Estate (CF) and mark the "Place license INACTIVE" box. Simple. What you must also remember to do is to keep paying the renewal fees every even-numbered year to keep it **CURRENT**. Placing your license on inactive status and failing to pay for the renewal fee will result in a forfeited license. Pursuant to Hawaii Revised Statutes §436B-2, a forfeited license means the immediate and automatic termination or cancellation without any prior consultation with the licensee of a license issued by a board, caused by a licensee's voluntary or involuntary failure to comply with the requirements for maintaining or renewing a license. Late fees and additional requirements must be met to restore your forfeited license.

Finally, if you decide to surrender your license and not pay for your renewal fees, submit the CF and check the "surrender license" box. Keep in mind that surrendering your license means returning your pocket identification card and wall certificate and ceasing all real estate activities. Should you decide to engage in any real estate activities, you must obtain a new license as a salesperson. So, for brokers who surrender their license, they must start over as a salesperson.



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

This legislative session the Commission is supporting a bill to require a high school education or its equivalent as a condition for real estate licensure as a broker or salesperson.

SB 770, S.D.1, H.D.1, is alive and moving through the process. The Hawaii Association of REALTORS® is also supporting the bill. If passed, the high school education requirement will apply to all candidates applying for licensure as a real estate salesperson or a real estate broker for the first time on or after the effective date of the bill.

The exact language of the bill has not yet been finalized.



## **OFFERS OF GIFTS OR REIMBURSEMENTS**

The real estate licensing laws and rules, Hawaii Revised Statutes (HRS), Chapters 467 and 436B, and Hawaii Administrative Rules (HAR), Chapter 99, prohibit licensees from compensating unlicensed persons for performing any real estate activities or for referring business.

Thus, a licensee who offers gifts or other inducements to an unlicensed individual for referring business would be violating the licensing laws and rules.

However, offers of a gift (appliance, furniture, vacation packages, etc.) or reimbursement of expenses (inspection fees, escrow fees, etc.) by a broker to a buyer or seller or an inducement to utilize the services of the broker are not prohibited by Hawaii's licensing laws and rules.

With respect to the transaction in which the buyer or seller is involved, the buyer or seller is neither engaged in real estate activities, as defined in HRS §467-1, nor engaged in referring business to the broker. The inducements are, in fact, a reduction in purchase price to the buyer or an increase in revenue to the seller. Therefore, gifts, reimbursements of expenses, or rebates of commissions to the buyer or seller are not prohibited by Hawaii licensing laws and rules. However, brokers should observe the following cautionary notes.

1. The offers may only be made by a real estate-licensed brokerage corporation, partnership, LLC, LLP, or sole proprietor, or on behalf of the brokerage firm by an authorized salesperson or broker-salesperson. Under HRS §467-1, every salesperson must be under the direction of a broker for all real estate transactions. A salesperson or broker-salesperson who offers gifts, rebates, or reimbursement of expenses without the broker's authority is in violation of HRS §467-1 and therefore, subject to disciplinary action under HRS §467-14(13).
2. HAR §16-99-3(f), requires all financial obligations and commitments regarding real estate transactions to be in writing, expressing the exact agreement of the parties, and setting forth the essential terms and conditions of the agreement. Copies of the agreement must be given to all parties involved at the time of execution.
3. While gifts and reimbursements offered to a buyer or seller as inducements to utilize the broker's services are not prohibited, such inducements, if offered to a buyer or seller for referring business to the broker would be in violation of HRS, Chapters 467 and 436B. For example, a broker is permitted to offer a seller \$1,000 for listing property with the broker but may not offer \$1000 to the seller for referring potential buyers or sellers to the broker.
4. Be aware of current tax laws as they apply to all parties in the transaction.
5. Lastly, there are federal laws that prohibit such offers of gifts or reimbursement of expenses by a real estate licensee. Be cognizant of these federal laws.

Licensees should familiarize themselves with these laws to avoid any possible violations. If other states are involved, the licensee should also review the laws of those states.



## PRELIMINARY DECISION APPLICATION

Attention Prelicense Schools and Instructors,

If you are offering a prelicense course, please make the following information available at your first class meeting, or post with your online course general information prior to registering license candidates.

### PRELIMINARY DECISION APPLICATION

To all license candidates:

Within the last 20 years, if you have one or more felonies or one or more misdemeanors in your history, outstanding tax obligations with no payment plan in place, judgments, please contact the Real Estate Branch, 808-586-2643, and determine whether or not you should file the Preliminary Decision Application prior to completing a prelicense course. The Preliminary Decision Application will allow the Hawaii Real Estate Commission to review your history and make a determination of either MOST LIKELY APPROVE or MOST LIKELY DENY your license application when submitted. The decision of the Commission is non-binding, and a license candidate may submit his or her license application no matter what the Commission's decision is for the Preliminary Decision Application. The Preliminary Decision gives the license candidate a window of probability as to the acceptance or denial of a license application, so that the license candidate does not waste time and money on a prelicense course, if the likelihood of denial is evident.

Pursuant to Hawaii Revised Statutes, §467- 8 **Prerequisites for license, registration, or certificate** . . . . “(b) Prior to submitting prelicensing education or examination requirements, an individual candidate may request that the commission consider a preliminary decision as to whether the individual candidate for a real estate license will be denied a real estate license . . . . The individual candidate shall submit a completed application, all information requested by the commission, and the nonrefundable application fee . . . . The preliminary decision shall provide advisory guidance, shall not be construed as binding, and shall not be subject to appeal. The individual candidate seeking a preliminary decision shall not be considered an applicant for licensure. A preliminary decision that is unfavorable to the individual shall not prevent the individual from submitting a complete license application and fees after successful completion of the prelicensing requirement.”



## WHAT TO EXPECT AT THE TEST SITE

The Hawaii real estate examination is administered by PSI which offers testing on Oahu, the neighbor islands and throughout the mainland U.S. If you are planning to take the real estate examination, whether for a salesperson license or to upgrade to a broker's license or maybe to be a prelicense instructor, here are a few things you should know when showing up to the test site.

On the day of the examination, you should arrive 30 minutes before your appointment. If you arrive late, you may not be admitted to the examination site and you will forfeit your examination registration fee.

You must present two (2) forms of identification. One must be a **VALID** form of government-issued ID (Driver's License, State ID, Passport), which bears your signature and has your photograph. The second ID must have your signature and preprinted legal name. All IDs must match the name on the registration form.

In addition to the IDs, you must also provide an unexpired Hawaii **School Completion Certificate** (certificates issued electronically must be printed on white paper no smaller than 8 ½" X 11" in size) **OR** an original **Prelicensing Education Equivalency Certificate**. If you are licensed out-of-state and if applicable, an original **Equivalency to the Uniform Portion of the Examination Certificate**. **ALL** Broker candidates must also present an **ORIGINAL**, unexpired **Experience Certificate** to sit for the broker's examination. The required identifications and certificates must be presented each time you test whether it's the first time or a retake.

If it is later discovered that you were allowed to take the examination without the proper certificates, your test scores will be voided, and your application for license will be rejected.

Here are some of the security procedures that apply during examinations:

- You will be provided scratch paper and a pencil which must be returned to the proctor at the end of the exam.
- You will have access to an online calculator.
- All personal belongings will be placed in a secure storage provided at each site prior to entering the examination room. Personal belongings include, but are not limited to, the following items:
  - Electronic devices of any type, including cellular/mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers, music players, smart watches, radios or electronic games.
  - Bulky or loose clothing or coats that could be used to conceal recording devices or notes. For security purposes, outerwear such as, but not limited to: open sweaters, cardigans, shawls, scarves, hoodies, vests, jackets and coats are not permitted in the testing room. In the event you are asked to remove the outerwear, appropriate attire, such as a shirt or blouse should be worn underneath.

- Hats or headgear not worn for religious reasons or as religious apparel, including baseball caps or visors.
- Other personal items, including purses, notebooks, reference or reading materials, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks and good luck items.
- Candidates will be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift the ends of their sleeves and bottom of their pant legs to ensure that notes or recording devices are not being hidden there.
- If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
- Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
- Copying or communicating examination content is violation of a candidate's contract with PSI and state law. Either may result in the disqualification of examination results and may bar a candidate from testing in the future.
- Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom and only after obtaining permission from the proctor.

The complete list can be found in the PSI Candidate Information Bulletin (CIB) which can be downloaded from their website at [www.psiexams.com](http://www.psiexams.com).

Once you pass both portions of the exam (or just the state portion if you applied for the equivalency), you will be given the Application for License – Real Estate. This is given only to passing candidates at the test site. It is not posted to our website or PSI's website, so if you were not given the application when you passed your exam, call (808) 586-2643.

The amount of time given along with the passing score (percentage) for the salesperson, broker and instructor examination are as follows:

Salesperson:	150 minutes – Uniform/General 90 minutes – State 240 minutes – Both portions 70% passing score
Broker:	150 minutes – Uniform/General 90 minutes – State 240 minutes – Both portions 75% passing score
Instructor:	150 minutes 85% passing score



If you thought the number of questions was more than what is referenced above, you are correct. There are additional questions within the exam called “experimental” or “pretest” questions. These questions (5 to 10 items) will not be graded and the time taken to answer them will not count against the testing time. Testing the pretest items is an essential step in developing future licensing exams.

The CIB also includes information on licensing requirements, registration and scheduling procedures, site locations and content outlines for both portions of the examination.







## REAL ESTATE EDUCATORS ASSOCIATION (REEA) IDW

At its March 6, 2019 monthly meeting, the Education Review Committee voted to approve the Instructor Development Workshops (IDWs) offered at the June 27-July 1, 2019 annual REEA conference in Austin, TX. If you attend the REEA conference and complete an IDW, please submit the completion certificate to the CE Provider you teach for so they may update their records.

The Commission will be procuring for an IDW to be held in the current biennium. All CE instructors and Prelicense instructors must complete an approved IDW prior to teaching in the current biennium.

### The Real Estate Educators Association REEA

A society of real estate education stakeholders (instructors, trainers, professors, attorneys, regulators, education directors, schools and authors).



#### Our Mission

*To provide resources and opportunities for professional development to individuals and organizations involved in real estate education.*

Our mission is to continually give our members the latest tools and techniques for effective adult education. Our goal is to make sure REEA members meet and exceed the high standards demanded in real estate's rapidly changing legal and professional environment.



#### Contact our National REEA Office for Additional Information on:

- Scheduling an IDW in your area
- Membership
- Conference Information
- Distinguished Real Estate Instructor "DREI" designation
- Sponsorship Opportunities

When your organization or jurisdiction is ready to schedule REEA's IDWs and/or obtain additional information regarding our Instructor Development Workshop's



Certification

Please contact:  
**REEA Headquarters**  
**520.609.2380**

**Kris Inman**  
REEA National Executive Director  
Kris@REEA.org



#### Real Estate Educators Association

7739 E. Broadway, #337 | Tucson, AZ 85710  
Phone: 520.609.2380  
Fax: 520.296.6006

[www.REEA.org](http://www.REEA.org)

**Now Available!**



#### Instructor Development Workshop

#### Gold Standard Certification

- Boost Instructor Performance
- Enhance Student Experience
- Increase Student Engagement
- Improve Student Outcomes
- Increase Instructor Satisfaction



Real Estate Educators Association

## REEA's GOLD STANDARD CERTIFICATION

REEA's Gold Standard Certification, a three-part Instructor Development Workshop, is designed to enhance instructor delivery and improve student learning.

REEA understands the importance properly skilled instructors play in creating a highly engaging learning environment for students. With this in mind, REEA has designed the curriculum for the series of IDWs to support the development of this skill set. It provides critical training for both new and current instructors.

REEA's IDW series is available to support instructor training needs in your jurisdiction or region as well as your organization.

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### AVAILABLE INSTRUCTOR DEVELOPMENT WORKSHOPS

#### **Taking Your Instruction to New Heights #1**

**"Master the Principles of Creating a Dynamic Classroom"** Available Now!

#### **Taking Your Instruction to New Heights #2**

**"Apply the Principles of Creating a Dynamic Classroom"** Available Now!

#### **Taking Your Instruction to New Heights #3**

**"Utilize Technology and Tools to Create a Dynamic Classroom"** Available at 2018 REEA Conference

## ANNOUNCING REEA's GOLD Certification



### For Organizations and Jurisdictions Looking for Instructor Training Solutions, REEA Has Developed a Three-Part Series to Help:

- **Boost** the performance of your instructors to new heights
- **Enhance** the student experience through engagement in the classroom
- **Increase student retention** and improve student outcomes through activities and engagement
- **Increase instructor satisfaction** by fostering a classroom environment that raises student confidence levels

## GOLD Certification Curriculum

The curriculum was designed in three sections that can be taught as individual modules or packaged together.

- **Part 1** lays the foundation of interactive learning and self-assessment.
- **Part 2** applies the principles in classroom activities.
- **Part 3** explores cutting edge tools and technologies that make teaching and learning fun!

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### Participants Will Learn How to Execute These Principles of a Dynamic Classroom:

- 1) Self-examination of philosophy, styles and techniques causes greater awareness of instructor effectiveness.
- 2) Student engagement fosters increased learning.
- 3) Instructor effectiveness increases with expertise of the learning styles of today's students.
- 4) Blending assessment tools into instruction ensures students are learning.
- 5) Use of new tools and techniques will create a dynamic, interesting, supportive, and fun classroom experience.

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## PASS-FAIL RATES JANUARY - MARCH 2019 STATS AND ONE YEAR ROLLING

### HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date : 01/01/19 - 03/31/19  
 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)	10	5	5	50.00
1180	Bly School of Real Estate (Classroom)	11	7	4	63.64
1174	Carol Ball School of Real Estate (Online)	1	0	1	0.00
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	1	1	0	100.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	8	6	2	75.00
8888	<b>Pre-License and Uniform Equivalency</b>	1	0	1	0.00
7777	<b>Pre-License Equivalency Only</b>	1	1	0	100.00
1168	ProSchools, Inc.(Online)	3	1	2	33.33
1169	REMI School of Real Estate (Online)	7	2	5	28.57
1171	Vitousek RE Schools, Inc (Online)	1	0	1	0.00
		44	23	21	52.27

### HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date : 01/01/19 - 03/31/19  
 Test Name : HI Real Estate Broker  
 Component : HI Real Estate Broker - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1166	Abe Lee Seminars (Online)	9	5	4	55.56
1152	All Islands Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	11	10	1	90.91
1174	Carol Ball School of Real Estate (Online)	1	1	0	100.00
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	7	4	3	57.14
8888	<b>Pre-License and Uniform Equivalency</b>	6	1	5	16.67
7777	<b>Pre-License Equivalency Only</b>	6	2	4	33.33
1168	ProSchools, Inc.(Online)	3	1	2	33.33
1169	REMI School of Real Estate (Online)	5	0	5	0.00
1183	The CE Shop, Inc.	1	0	1	0.00
5555	<b>Uniform Equivalency Only</b>	2	0	2	0.00
1171	Vitousek RE Schools, Inc (Online)	1	0	1	0.00
		55	24	31	43.64

# HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date : 01/01/19 - 03/31/19  
 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)	51	13	38	25.49
1166	Abe Lee Seminars (Online)	59	36	23	61.02
1151	Akahi Real Estate Network, LLC	14	7	7	50.00
1152	All Islands Real Estate School	19	10	9	52.63
1180	Bly School of Real Estate (Classroom)	10	8	2	80.00
1153	Carol Ball School of Real Estate (Classroom)	22	14	8	63.64
1174	Carol Ball School of Real Estate (Online)	10	4	6	40.00
1154	Coldwell Banker Pacific Properties, Real Estate School	19	6	13	31.58
1177	Continuing Ed Express LLC	13	9	4	69.23
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom) (Did not renew for 2019-2020 biennium)	5	1	4	20.00
1175	Inet Realty	31	11	20	35.48
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	1	0	1	0.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	13	5	8	38.46
8888	<b>Pre-License and Uniform Equivalency</b>	7	4	3	57.14
7777	<b>Pre-License Equivalency Only</b>	12	7	5	58.33
1168	ProSchools, Inc.(Online)	29	16	13	55.17
1161	Ralph Foulger's School of Real Estate (Classroom)	4	1	3	25.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	21	8	13	38.10
1170	Seiler School of Real Estate (Online)	13	11	2	84.62
1183	The CE Shop, Inc.	12	12	0	100.00
5555	<b>Uniform Equivalency Only</b>	3	1	2	33.33
1165	Vitousek RE Schools, Inc (Classroom)	10	5	5	50.00
1171	Vitousek RE Schools, Inc (Online)	5	3	2	60.00
		385	193	192	50.13

# HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date : 01/01/19 - 03/31/19  
 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)	42	22	20	52.38
1166	Abe Lee Seminars (Online)	54	37	17	68.52
1151	Akahi Real Estate Network, LLC	14	7	7	50.00
1152	All Islands Real Estate School	18	8	10	44.44
1180	Bly School of Real Estate (Classroom)	9	6	3	66.67
1153	Carol Ball School of Real Estate (Classroom)	21	9	12	42.86
1174	Carol Ball School of Real Estate (Online)	10	2	8	20.00
1154	Coldwell Banker Pacific Properties, Real Estate School	17	8	9	47.06
1177	Continuing Ed Express LLC	12	5	7	41.67
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom) (Did not renew for 2019-2020 biennium)	6	2	4	33.33
1175	Inet Realty	27	9	18	33.33
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	1	0	1	0.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	14	8	6	57.14
8888	<b>Pre-License and Uniform Equivalency</b>	9	5	4	55.56
7777	<b>Pre-License Equivalency Only</b>	14	7	7	50.00
1168	ProSchools, Inc.(Online)	31	14	17	45.16
1161	Ralph Foulger's School of Real Estate (Classroom)	3	0	3	0.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	18	4	14	22.22
1170	Seiler School of Real Estate (Online)	13	8	5	61.54
1183	The CE Shop, Inc.	12	3	9	25.00
5555	<b>Uniform Equivalency Only</b>	6	1	5	16.67
1165	Vitousek RE Schools, Inc (Classroom)	10	2	8	20.00
1171	Vitousek RE Schools, Inc (Online)	4	1	3	25.00
		367	169	198	46.05

## HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date : 04/01/18 - 03/31/19  
 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	14	12	53.85
1151	Akahi Real Estate Network, LLC	11	7	4	63.64
1178	American Dream Real Estate School	3	0	3	0.00
1180	Bly School of Real Estate (Classroom)	33	22	11	66.67
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	10	8	2	80.00
1174	Carol Ball School of Real Estate (Online)	1	0	1	0.00
1154	Coldwell Banker Pacific Properties, Real Estate School	7	7	0	100.00
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	4	2	2	50.00
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	1	0	1	0.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	24	21	3	87.50
8888	<b>Pre-License and Uniform Equivalency</b>	4	2	2	50.00
7777	<b>Pre-License Equivalency Only</b>	2	2	0	100.00
1168	ProSchools, Inc.(Online)	17	12	5	70.59
1161	Ralph Foulger's School of Real Estate (Classroom)	12	9	3	75.00
1169	REMI School of Real Estate (Online)	31	12	19	38.71
1170	Seiler School of Real Estate (Online)	2	2	0	100.00
1183	The CE Shop, Inc.	1	1	0	100.00
1165	Vitousek RE Schools, Inc (Classroom)	2	0	2	0.00
1171	Vitousek RE Schools, Inc (Online)	6	3	3	50.00
		198	125	73	63.13

## HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date : 04/01/18 - 03/31/19  
 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)	26	12	14	46.15
1151	Akahi Real Estate Network, LLC	12	7	5	58.33
1152	All Islands Real Estate School	1	0	1	0.00
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	33	27	6	81.82
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	10	7	3	70.00
1174	Carol Ball School of Real Estate (Online)	3	3	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	7	4	3	57.14
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	5	1	4	20.00
1175	Inet Realty	3	0	3	0.00
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	1	0	1	0.00
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	24	16	8	66.67
8888	<b>Pre-License and Uniform Equivalency</b>	30	9	21	30.00
7777	<b>Pre-License Equivalency Only</b>	19	5	14	26.32
1168	ProSchools, Inc.(Online)	21	14	7	66.67
1161	Ralph Foulger's School of Real Estate (Classroom)	12	4	8	33.33
1169	REMI School of Real Estate (Online)	27	6	21	22.22
1170	Seiler School of Real Estate (Online)	3	2	1	66.67
1183	The CE Shop, Inc.	4	2	2	50.00
5555	<b>Uniform Equivalency Only</b>	6	2	4	33.33
1165	Vitousek RE Schools, Inc (Classroom)	2	1	1	50.00
1171	Vitousek RE Schools, Inc (Online)	9	4	5	44.44
		261	128	133	49.04

# HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date : 04/01/18 - 03/31/19

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)	337	132	205	39.17
1166	Abe Lee Seminars (Online)	245	135	110	55.10
1151	Akahi Real Estate Network, LLC	61	35	26	57.38
1152	All Islands Real Estate School	77	43	34	55.84
1180	Bly School of Real Estate (Classroom)	69	39	30	56.52
1153	Carol Ball School of Real Estate (Classroom)	74	49	25	66.22
1174	Carol Ball School of Real Estate (Online)	24	16	8	66.67
1154	Coldwell Banker Pacific Properties, Real Estate School	106	40	66	37.74
1177	Continuing Ed Express LLC	25	19	6	76.00
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	2	0	2	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom) (Did not renew for 2019-2020 biennium)	26	13	13	50.00
1175	Inet Realty	138	60	78	43.48
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	11	8	3	72.73
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	65	45	20	69.23
8888	<b>Pre-License and Uniform Equivalency</b>	23	12	11	52.17
7777	<b>Pre-License Equivalency Only</b>	35	22	13	62.86
1168	ProSchools, Inc.(Online)	92	54	38	58.70
1161	Ralph Foulger's School of Real Estate (Classroom)	25	3	22	12.00
1173	Ralph Foulger's School of Real Estate (Online)	1	1	0	100.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	104	52	52	50.00
1170	Seiler School of Real Estate (Online)	40	31	9	77.50
1183	The CE Shop, Inc.	31	28	3	90.32
5555	<b>Uniform Equivalency Only</b>	7	4	3	57.14
1165	Vitousek RE Schools, Inc (Classroom)	43	23	20	53.49
1171	Vitousek RE Schools, Inc (Online)	10	5	5	50.00
		1673	870	803	52.00



## HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date : 04/01/18 - 03/31/19

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)	313	173	140	55.27
1166	Abe Lee Seminars (Online)	233	147	86	63.09
1151	Akahi Real Estate Network, LLC	63	27	36	42.86
1152	All Islands Real Estate School	77	39	38	50.65
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	62	44	18	70.97
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	74	38	36	51.35
1174	Carol Ball School of Real Estate (Online)	27	7	20	25.93
1154	Coldwell Banker Pacific Properties, Real Estate School	102	33	69	32.35
1177	Continuing Ed Express LLC	23	11	12	47.83
1155	Dower School of Real Estate (Did not renew for 2017-2018 biennium)	2	0	2	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom) (Did not renew for 2019-2020 biennium)	31	9	22	29.03
1175	Inet Realty	135	56	79	41.48
1159	Maui Community College-VITEC (Did not renew for 2017-2018 biennium)	13	6	7	46.15
1184	OnCourse Learning Corp. dba OnCourse Learning Real Estate	68	34	34	50.00
8888	<b>Pre-License and Uniform Equivalency</b>	59	25	34	42.37
7777	<b>Pre-License Equivalency Only</b>	46	18	28	39.13
1168	ProSchools, Inc.(Online)	99	40	59	40.40
1161	Ralph Foulger's School of Real Estate (Classroom)	28	2	26	7.14
1173	Ralph Foulger's School of Real Estate (Online)	2	2	0	100.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	106	32	74	30.19
1170	Seiler School of Real Estate (Online)	43	26	17	60.47
1183	The CE Shop, Inc.	31	5	26	16.13
5555	<b>Uniform Equivalency Only</b>	14	4	10	28.57
1165	Vitousek RE Schools, Inc (Classroom)	40	10	30	25.00
1171	Vitousek RE Schools, Inc (Online)	10	1	9	10.00
		1705	790	915	46.33

## 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  
Scott Alan Bly School of Real Estate, LLC  
dba Bly School of Real Estate  
Building Industries Association of Hawaii  
Build It Green  
Carol Ball School of Real Estate  
The CE Shop, Inc.  
CMPS Institute, LLC  
Coldwell Banker Pacific Properties Real Estate  
School  
Continuing Ed Express, LLC  
Dexterity CE, LLC  
Eddie Flores Real Estate Continuing Education  
ExceedCE  
Hawaii Association of REALTORS®  
Hawaii Business Training  
Hawaii CCIM Chapter  
Hawaii First Realty, LLC  
Hawaii Island REALTORS®  
Honolulu Board of REALTORS®  
International Association of Certified Home  
Inspectors (InterNACHI)  
Kauai Board of REALTORS®  
McKissock, LP  
Shari S. Motooka-Higa  
OCL Real Estate, LLC  
dba OnCourse Learning Real Estate  
Preferred Systems, Inc.  
Ralph Foulger's School of Real Estate  
The Real Estate Cafe  
REALTORS® Association of Maui, Inc.  
REMI School of Real Estate  
Residential Real Estate Council  
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  
Scott Alan Bly School of Real Estate, LLC  
dba 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  
Excellence in Education, LLC  
dba Maui Real Estate School  
Inet Realty  
OCL Real Estate, LLC  
dba OnCourse Learning Real Estate  
Ralph Foulger's School of Real Estate  
REMI School of Real Estate  
Seiler School of Real Estate  
Vitousek Real Estate Schools, Inc.



**2019 REAL ESTATE COMMISSION  
MEETING SCHEDULE**

<b>Laws &amp; Rules Review Committee - 9:00 a.m.</b>  <b>Condominium Review Committee - Upon adjournment of the Laws &amp; Rules Review Committee Meeting</b>  <b>Education Review Committee - Upon adjournment of the Condominium Review Committee Meeting</b>	<b>Real Estate Commission 9:00 a.m.</b>
Wednesday, April 17, 2019	Friday, April 26, 2019
Wednesday, May 8, 2019	Friday, May 17, 2019
Wednesday, June 12, 2019	Friday, June 28, 2019
Wednesday, July 10, 2019	Friday, July 26, 2019
Wednesday, August 7, 2019	Friday, August 23, 2019
Wednesday, September 11, 2019	Friday, September 27, 2019
Wednesday, October 9, 2019	Friday, October 25, 2019
Wednesday, November 6, 2019	Friday, November 22, 2019
Wednesday, December 11, 2019	Friday, December 20, 2019

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](http://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.



## 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

Aleta Klein  
Oahu Commissioner

Sean Ginoza, Vice Chair  
Laws and Rules Review  
Committee

Russell Kyono  
Kauai Commissioner

John Love, Vice Chair  
Condominium Review Committee

## SCHOOL FILES

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