

School Files

Hawaii Real Estate Commission

July 2019

www.hawaii.gov/hirec

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CORE A 2019-2020 PROTECT YOUR LICENSE

The 2019-2020 Core Course, Part A, “PROTECT YOUR LICENSE” was approved by the Commission. The Train-the-Trainer was held on June 20, 2019, and may be offered as of Tuesday, July 2, 2019. “Protect Your License” will focus on the most common licensing laws and rules violations found by the Regulated Industries Complaints Office (“RICO”) within past years. The majority of the case scenarios used in the Core A materials are actual cases investigated by RICO and approved by the Commission. These cases are published in the quarterly Real Estate Commission Bulletin. Names of the actual respondents have been omitted.

As always, the legislation from the 2019 session that is real estate-related will be included in the Core A materials. The Governor’s veto deadline is July 9, 2019. CE Providers offering Core A will be notified of any changes to the real estate legislation section when the information is available.

Interactivity throughout the course is a must. Breaking up into small-group discussions, using technology to engage the class, role-playing, etc., are all recommended techniques to create a better learning experience.

The core course materials are provided to the CE Provider and to the instructors who completed the Train-the-Trainer session. It is the responsibility of the CE Provider to see that the instructors used to teach their course offerings of the Core A have completed the Train-the-Trainer, or sat in a core course offering. For those Core A instructors completing the Train-the-Trainer session on their own by viewing the video of the session, a certification form is available from the Real Estate Branch, telephone 808-586-2643.



NEW PROPOSED RULE CHANGES

The proposed rules addressing advertising and team names was approved by the Commission at its March 2019 monthly meeting. On June 14, 2019, the draft rules were distributed to the Hawaii Association of REALTORS® for further dissemination to the local Boards of REALTORS®. The rules now begin the laborious 18-step process to final approval by the Governor. Public comment is included in the process.

The proposed rules include the following:

Existing	Proposed
	NOTE: Non-substantive changes, such as chapter or section citations, are omitted for brevity's sake.
§16-99-3.1 Disclosure of agency. (a) As used in this section:	§16-99.1-4 Disclosure of agency. (a) As used in this section: <u>"Dual agency" means a representation in which the real estate licensee acts as an agent for more than one buyer or seller in the same transaction, or both the buyer and seller in the same transaction.</u>
§16-99-5 Notification and filing of names, addresses, and changes.	§16-99.1-6 Notification and filing of names, addresses, and changes. <u>(5) In the case of a partnership, corporation, limited liability company, or sole proprietorship, any changes to team names registered with the commission pursuant with 16-99.1-16.</u>
§16-99-11 Advertisement. (a) All real estate advertising and promotional materials shall include the legal name of the brokerage firm or a trade name previously registered by the brokerage firm with the business registration division and with the commission. For advertising and promotional purposes only, a brokerage firm may: (1) Abbreviate "Incorporated," "Corporation," "Limited," "General Partnership," "Limited Partnership," "Limited Liability Company," or "Limited Liability Partnership" from the licensed name; and (2) Use "dba" in conjunction with the licensed name and a trade name. (b) No licensee shall advertise "For Sale by Owner," "For Rent by Owner," "For Lease by Owner," or "For Exchange by Owner." (c) Current individual real estate licensees, whether active or inactive, shall disclose the licensee's status as a real	§16-99.1-15 Advertisement. (a) All real estate advertising and promotional materials, including solicitation materials, shall <u>prominently and conspicuously</u> include the legal name of the brokerage firm or a trade name previously registered by the brokerage firm with the business registration division and with the commission, <u>and the license number of the brokerage except that this subsection shall not apply to real estate advertising or promotional materials described in subsection (i).</u> <u>Notwithstanding the requirements of subsection (i), the license number of the brokerage shall not be required for all advertising and promotional materials that comply with paragraph (e).</u> A brokerage firm may: (1) Abbreviate "Incorporated," "Corporation," "Limited," "General Partnership," "Limited Partnership," "Limited Liability Company," or "Limited Liability Partnership" from the licensed name; and

estate licensee in all advertising and promotional material.

(d) A leasehold property advertised for sale in any medium shall be identified by the word "leasehold."

(e) All advertising and promotional materials that refer to the individual licensee's name, including but not limited to business cards, shall:

(1) Include the licensee's legal name, name as licensed by the commission, or sole proprietor's trade name as licensed by the commission;

(2) Identify the licensee with the licensee's associating or employing brokerage firm; and

(3) Specify that the licensee is a broker (B), or salesperson (S), or if a current member of the Hawaii Association of Realtors, Realtor (R) or Realtor-Associate (RA).

(f) If the address of any unregistered place of business is included in advertising materials, then the street address of the principal place of business or the branch office, as the case may be, shall be included and respectively identified as such.

(2) Use "dba" in conjunction with the licensed name and a trade name.

(b) No licensee shall advertise "For Sale by Owner," "For Rent by Owner," "For Lease by Owner," or "For Exchange by Owner."

(c) Current individual real estate licensees on inactive status shall disclose the licensee's inactive status shall disclose the licensee's inactive status in all advertising and promotional material.

(d) A leasehold property advertised for sale in any medium shall be identified by the word "leasehold."

(e) All advertising and promotional materials that refer to the individual licensee's name, including but not limited to business cards, shall:

(1) Include the licensee's legal name, name as licensed by the commission, or sole proprietor's trade name as licensed by the commission;

(2) Identify the licensee with the licensee's associating or employing brokerage firm; and

(3) Include the licensee's license number as issued by the commission.

(f) If the address of any unregistered place of business is included in advertising materials, then the street address of the principal place of business or the branch office, as the case may be, shall be included and respectively identified as such.

(g) Solicitation materials mean electronic or print materials soliciting the creation of a professional relationship between the licensee and a consumer, or which incentivizes, induces, or entices a consumer to contact the licensee about a product or service for which a real estate license is required.

(h) All real estate solicitation materials shall include the brokerage's license number, provided that the license number of the brokerage is not required for solicitation materials which contain the legal name or license name of an individual real estate licensee and the licensee's license number. The license number of the brokerage or individual licensee shall not be required for office signage identifying the brokerage's place of business or branch office and promotional materials of nominal value including but not limited to hats, clothing, pins, pens, memo pads, and name badges.

	<p><u>(i) All real estate advertising and promotional materials that include a team name registered by the brokerage firm pursuant with §16-99.1-16 shall prominently and conspicuously include the legal name or license name of the brokerage firm and license number of the brokerage as issued by the commission. Team names and logos shall not be larger in size than the brokerage name and logo in all advertisements.</u></p> <p><u>(j) All real estate advertising and promotional materials that include a team name and the name of any real estate licensee associated with the brokerage firm shall include the licensee’s license number as issued by the commission.</u></p> <p><u>(k) A brokerage firm shall be prohibited from including the names and contact information of any unlicensed person, including employees and contractors, in any advertising or promotional material.</u></p>
No existing section	<p><u>§16-99.1-16 Team name. (a) As used in this section: “Team” means two or more real estate licensees associated with the brokerage firm who are assigned by the principal broker to work together in an informal group within the brokerage firm.</u></p> <p><u>“Team name” means a name that complies with this section and is assigned by the principal broker to a team.</u></p> <p><u>(b) Prior to using a team name, a brokerage shall register the team name with the commission, provided that:</u></p> <p><u>(1) The team name is currently registered by the brokerage as a trade name with the business registration division; and</u></p> <p><u>(2) The team name shall not include any term that would imply a separate entity from the brokerage firm with which the members of a team are associated, including but not limited to, the following terms:</u></p> <p><u>(A) Company or any abbreviation of the term;</u></p> <p><u>(B) Limited or any abbreviation of the term, including but not limited to, Ltd., LLC, LLLC, LLP, LLLP;</u></p> <p><u>(C) Corporation or any abbreviation of the term;</u></p> <p><u>(D) Incorporated or any abbreviation of the term;</u></p> <p><u>(E) Partners or partnership or any abbreviation of the terms;</u></p> <p><u>(F) Proprietor, proprietors, proprietorship, or any abbreviation of the term;</u></p>

	<p><u>or any abbreviation of the term;</u> <u>(G) Association or any abbreviation of the term;</u> <u>(H) Organization or any abbreviation of the term;</u> <u>(I) Realty;</u> <u>(J) Real estate;</u> <u>(K) Any other word the commission determines to be misleading.</u> <u>(c) The principal broker develops policies and procedures for the brokerage firm concerning the handling of real estate transactions and the conduct of each team member. The policies and procedures shall clearly set forth specific activities unlicensed, administrative personnel of the brokerage may and may not perform;</u> <u>(d) The principal broker or sole proprietor may designate a broker-in-charge to be directly responsible for the pervision and management of each team; and</u> <u>(e) The team name is advertised in addition to and shall not replace the legal name or license name of the brokerage in any advertising or promotional material pursuant with §16-99.1-15.</u></p>
<p>§16-99-19.2 Experience certificate application. (a) Candidates for the broker examination shall submit to the commission a completed experience certificate application together with:</p> <p>(1) A nonrefundable application fee; and</p> <p>(2) A certified statement by the principal broker or a broker in charge of each of applicant's brokerage firms during the three years immediately preceding the application for experience certificate, that attests to the length of time that the applicant has been actively associated or employed full-time with the brokerage firm. Applicants shall have experience in this State as a full-time Hawaii-licensed real estate salesperson, associated as an employee or independent contractor with an active Hawaii- licensed brokerage firm, for at least three years within the five-year period immediately prior to the application for experience certificate.</p>	<p>§16-99.2-6 Experience certificate application. (a) Candidates for the broker examination shall submit to the commission a completed experience certificate application together with:</p> <p>(1) A nonrefundable application fee; and</p> <p>(2) A certified statement by the principal broker or a broker in charge of each of applicant's brokerage firms during the three years immediately preceding the application for experience certificate, that attests to the length of time that the applicant has been actively associated or employed full-time with the brokerage firm. Applicants shall have experience in this State as a full-time Hawaii-licensed real estate salesperson, associated as an employee or independent contractor with an active Hawaii- licensed brokerage firm, for at least three years within the five-year period immediately prior to the application for experience certificate.</p>
<p>§16-99-87 Definitions. As used in this subchapter:</p>	<p>§16-99.3-24 Definitions. As used in this subchapter: <u>“USDOE” means the United States Department of Education</u></p>

§16-99-101 Courses not acceptable for continuing education course certification. The commission may not certify a continuing education course, or any portion thereof, which:

§16-99.3-37 Courses not acceptable for continuing education course certification. The commission may not certify a continuing education course, or any portion thereof, which:

(7) Contains multiple typographical or grammatical errors, or errors in subject matter content; and

(8) Does not meet the definition of continuing education as determined by the commission.



IDWs

The completion of an Instructors Development Workshop (“IDW”) is required of all continuing education instructors and prelicense instructors PRIOR to teaching a continuing education course or a prelicense class in the biennium. See Hawaii Administrative Rules (“HAR”) §16-99-104(e), “The commission may require that each instructor complete an instructor’s workshop as approved by the commission prior to teaching in each biennium.” Those instructors who completed an IDW approved by the Commission in the 2017-2018 biennium may teach in the current biennium, 2019-2020.

This biennium, the Honolulu Board of REALTORS® (HBR) created an IDW and it was approved by the Commission’s Education Review Committee at its monthly meeting on June 12, 2019. HBR will be offering their IDW this biennium. Please contact HBR if you are interested in completing their IDW.

The Hawaii Association of REALTORS® will be offering a Commission-sponsored IDW this biennium, in 2020. Theresa Barnabei, who instructed the Commission’s IDW last biennium, will be returning to amplify her well-received IDW which was on technology in the classroom. Further information will follow in 2020. Instructors who complete the IDW requirement by completing the HBR IDW are encouraged to attend the Commission’s IDW in 2020, as it promises to be a great learning experience.



ADVERTISING PRELICENSE SCHOOL OR CE PROVIDER

Recently, we received an inquiry regarding advertising an approved prelicense school. Hawaii Administrative Rules (“HAR”) §16-99-53(a) states, “A registration shall be granted to the owner for a specific school registered under a particular name” Also, HAR §16-99-68(b) states, “No school shall use any name, other than the name under which it registered with the commission, for advertising or publicity purposes.”

Currently, there are no provisions in HAR, Chapter 99, for real estate schools or continuing education providers to register and advertise a trade name.

Based on the above rules currently in effect, prelicense schools and CE providers should be advertising in their full legal name and trade name, if that is how the school or provider was approved by the Commission. Both the legal name and the trade name, if any, should be first registered with the Business Registration Division of the DCCA, and the trade name attached to the entity's name. THEN, the legal name along with the assigned trade name should be reported to the Commission if registering as a real estate school or continuing education provider.

The Real Estate Branch will be amending the existing rules in the near future to permit advertising by real estate schools and CE providers in their legal name and/or their trade name. At this time, only one trade name is permitted.



INTERIM COMMISSIONER APPOINTED

On June 5, 2019, Governor Ige appointed Derrick Yamane as an interim real estate commissioner, to serve beginning July 1, 2019 and to expire on the last day of the 2020 Regular Session of the Legislature. If the Governor decides to submit Mr. Yamane's name for confirmation by the Senate during the next legislative session, and he is confirmed by the Senate, his term will expire on June 30, 2023.

Commissioner Yamane has been a real estate broker-in-charge and partner at Locations, LLC from 1991 to the present. Prior to 1991, he worked as a paralegal. He is a graduate of Iolani School and attended Occidental College, Los Angeles, CA, and the University of Hawaii, where he received a B.A. in English.





PASS-FAIL RATES APRIL - JUNE 2019 STATS AND ONE YEAR ROLLING

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date: 04/01/19 - 06/30/19
 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)	6	5	1	83.33
1151	Akahi Real Estate Network, LLC	1	1	0	100.00
1180	Bly School of Real Estate (Classroom)	19	8	11	42.11
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	12	9	3	75.00
1174	Carol Ball School of Real Estate (Online)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	5	3	2	60.00
7777	Pre-License Equivalency Only	2	1	1	50.00
1168	ProSchools, Inc.(Online)	2	1	1	50.00
1169	REMI School of Real Estate (Online)	5	3	2	60.00
1170	Seiler School of Real Estate (Online)	2	2	0	100.00
		57	34	23	59.65

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date: 04/01/19 - 06/30/19
 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)	8	4	4	50.00
1151	Akahi Real Estate Network, LLC	1	0	1	0.00
1152	All Islands Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	19	11	8	57.89
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	12	6	6	50.00
1174	Carol Ball School of Real Estate (Online)	1	0	1	0.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	7	2	5	28.57
8888	Pre-License and Uniform Equivalency	5	1	4	20.00
7777	Pre-License Equivalency Only	8	4	4	50.00
1168	ProSchools, Inc.(Online)	5	2	3	40.00
1169	REMI School of Real Estate (Online)	7	2	5	28.57
1170	Seiler School of Real Estate (Online)	2	2	0	100.00
5555	Uniform Equivalency Only	1	0	1	0.00
1165	Vitousek RE Schools, Inc (Classroom)	1	0	1	0.00
1171	Vitousek RE Schools, Inc (Online)	2	0	2	0.00
		83	35	48	42.17

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 04/01/19 - 06/30/19
 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)	106	41	65	38.68
1166	Abe Lee Seminars (Online)	81	32	49	39.51
1151	Akahi Real Estate Network, LLC	4	0	4	0.00
1152	All Islands Real Estate School	19	6	13	31.58
1180	Bly School of Real Estate (Classroom)	14	9	5	64.29
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	18	11	7	61.11
1174	Carol Ball School of Real Estate (Online)	1	0	1	0.00
1154	Coldwell Banker Pacific Properties, Real Estate School	23	10	13	43.48
1177	Continuing Ed Express LLC	3	2	1	66.67
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	17	9	8	52.94
1182	Hawaii Real Estate Academy (Classroom)	2	0	2	0.00
1175	Inet Realty	32	13	19	40.62
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	7	5	2	71.43
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	10	6	4	60.00
8888	Pre-License and Uniform Equivalency	7	3	4	42.86
7777	Pre-License Equivalency Only	8	7	1	87.50
1168	ProSchools, Inc.(Online)	25	13	12	52.00
1161	Ralph Foulger's School of Real Estate (Classroom)	2	1	1	50.00
1173	Ralph Foulger's School of Real Estate (Online)	1	1	0	100.00
1162	REMI School of Real Estate (Classroom)	1	1	0	100.00
1169	REMI School of Real Estate (Online)	8	1	7	12.50
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	9	7	2	77.78
1183	The CE Shop, Inc.	18	14	4	77.78
1165	Vitousek RE Schools, Inc (Classroom)	11	2	9	18.18
1171	Vitousek RE Schools, Inc (Online)	4	1	3	25.00
		434	196	238	45.16

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 04/01/19 - 06/30/19
 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)	119	59	60	49.58
1166	Abe Lee Seminars (Online)	89	35	54	39.33
1151	Akahi Real Estate Network, LLC	10	1	9	10.00
1152	All Islands Real Estate School	24	8	16	33.33
1180	Bly School of Real Estate (Classroom)	15	12	3	80.00
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	20	9	11	45.00
1174	Carol Ball School of Real Estate (Online)	1	0	1	0.00
1154	Coldwell Banker Pacific Properties, Real Estate School	30	7	23	23.33
1177	Continuing Ed Express LLC	4	2	2	50.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	2	0	2	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	19	6	13	31.58
1182	Hawaii Real Estate Academy (Classroom)	2	0	2	0.00
1175	Inet Realty	32	14	18	43.75
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	6	4	2	66.67
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	11	4	7	36.36
8888	Pre-License and Uniform Equivalency	24	11	13	45.83
7777	Pre-License Equivalency Only	18	8	10	44.44
1168	ProSchools, Inc.(Online)	35	13	22	37.14
1161	Ralph Foulger's School of Real Estate (Classroom)	3	2	1	66.67
1173	Ralph Foulger's School of Real Estate (Online)	2	1	1	50.00
1162	REMI School of Real Estate (Classroom)	2	0	2	0.00
1169	REMI School of Real Estate (Online)	20	1	19	5.00
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	11	6	5	54.55
1183	The CE Shop, Inc.	24	8	16	33.33
5555	Uniform Equivalency Only	5	1	4	20.00
1165	Vitousek RE Schools, Inc (Classroom)	14	1	13	7.14
1171	Vitousek RE Schools, Inc (Online)	4	0	4	0.00
		548	213	335	38.87

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 06/01/18 - 06/30/19
 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	16	10	61.54
1151	Akahi Real Estate Network, LLC	12	8	4	66.67
1178	American Dream Real Estate School	3	0	3	0.00
1180	Bly School of Real Estate (Classroom)	51	29	22	56.86
1181	Bly School of Real Estate (Online)	2	1	1	50.00
1153	Carol Ball School of Real Estate (Classroom)	20	15	5	75.00
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	2	0	100.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	4	2	2	50.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	25	20	5	80.00
8888	Pre-License and Uniform Equivalency	3	1	2	33.33
7777	Pre-License Equivalency Only	3	2	1	66.67
1168	ProSchools, Inc.(Online)	16	10	6	62.50
1161	Ralph Foulger's School of Real Estate (Classroom)	12	9	3	75.00
1169	REMI School of Real Estate (Online)	29	12	17	41.38
1170	Seiler School of Real Estate (Online)	4	4	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
		225	136	89	60.44

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 06/01/18 - 06/30/19
 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)	27	13	14	48.15
1151	Akahi Real Estate Network, LLC	13	7	6	53.85
1152	All Islands Real Estate School	2	0	2	0.00
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	51	37	14	72.55
1181	Bly School of Real Estate (Online)	2	2	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	20	11	9	55.00
1174	Carol Ball School of Real Estate (Online)	3	2	1	66.67
1154	Coldwell Banker Pacific Properties, Real Estate School	2	0	2	0.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	4	1	3	25.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	26	15	11	57.69
8888	Pre-License and Uniform Equivalency	31	9	22	29.03
7777	Pre-License Equivalency Only	24	8	16	33.33
1168	ProSchools, Inc.(Online)	23	13	10	56.52
1161	Ralph Foulger's School of Real Estate (Classroom)	11	3	8	27.27
1169	REMI School of Real Estate (Online)	27	6	21	22.22
1170	Seiler School of Real Estate (Online)	5	4	1	80.00
1183	The CE Shop, Inc.	4	2	2	50.00
5555	Uniform Equivalency Only	6	2	4	33.33
1165	Vitousek RE Schools, Inc (Classroom)	2	1	1	50.00
1171	Vitousek RE Schools, Inc (Online)	11	4	7	36.36
		298	140	158	46.98

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 06/01/18 - 06/30/19
 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)	384	146	238	38.02
1166	Abe Lee Seminars (Online)	292	146	146	50.00
1151	Akahi Real Estate Network, LLC	56	30	26	53.57
1152	All Islands Real Estate School	86	46	40	53.49
1180	Bly School of Real Estate (Classroom)	71	40	31	56.34
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	77	51	26	66.23
1174	Carol Ball School of Real Estate (Online)	22	13	9	59.09
1154	Coldwell Banker Pacific Properties, Real Estate School	115	45	70	39.13
1177	Continuing Ed Express LLC	27	20	7	74.07
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	2	0	2	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	18	10	8	55.56
1182	Hawaii Real Estate Academy (Classroom)	28	13	15	46.43
1175	Inet Realty	151	64	87	42.38
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	15	10	5	66.67
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	64	44	20	68.75
8888	Pre-License and Uniform Equivalency	21	13	8	61.90
7777	Pre-License Equivalency Only	37	24	13	64.86
1168	ProSchools, Inc.(Online)	103	55	48	53.40
1161	Ralph Foulger's School of Real Estate (Classroom)	27	4	23	14.81
1173	Ralph Foulger's School of Real Estate (Online)	1	1	0	100.00
1162	REMI School of Real Estate (Classroom)	2	1	1	50.00
1169	REMI School of Real Estate (Online)	90	38	52	42.22
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	46	36	10	78.26
1183	The CE Shop, Inc.	48	41	7	85.42
5555	Uniform Equivalency Only	4	3	1	75.00
1165	Vitousek RE Schools, Inc (Classroom)	48	22	26	45.83
1171	Vitousek RE Schools, Inc (Online)	13	5	8	38.46
		1850	922	928	49.84

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 06/01/18 - 06/30/19
 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)	372	198	174	53.23
1166	Abe Lee Seminars (Online)	285	160	125	56.14
1151	Akahi Real Estate Network, LLC	61	23	38	37.70
1152	All Islands Real Estate School	90	43	47	47.78
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	65	46	19	70.77
1181	Bly School of Real Estate (Online)	2	0	2	0.00
1153	Carol Ball School of Real Estate (Classroom)	78	39	39	50.00
1174	Carol Ball School of Real Estate (Online)	24	6	18	25.00
1154	Coldwell Banker Pacific Properties, Real Estate School	114	37	77	32.46
1177	Continuing Ed Express LLC	26	12	14	46.15
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	3	0	3	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	20	7	13	35.00
1182	Hawaii Real Estate Academy (Classroom)	33	9	24	27.27
1175	Inet Realty	148	60	88	40.54
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	16	8	8	50.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	68	34	34	50.00
8888	Pre-License and Uniform Equivalency	68	32	36	47.06
7777	Pre-License Equivalency Only	55	23	32	41.82
1168	ProSchools, Inc.(Online)	117	47	70	40.17
1161	Ralph Foulger's School of Real Estate (Classroom)	30	4	26	13.33
1173	Ralph Foulger's School of Real Estate (Online)	3	2	1	66.67
1162	REMI School of Real Estate (Classroom)	3	0	3	0.00
1169	REMI School of Real Estate (Online)	101	27	74	26.73
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	49	30	19	61.22
1183	The CE Shop, Inc.	54	12	42	22.22
5555	Uniform Equivalency Only	17	4	13	23.53
1165	Vitousek RE Schools, Inc (Classroom)	48	10	38	20.83
1171	Vitousek RE Schools, Inc (Online)	13	1	12	7.69
		1965	874	1091	44.48

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 Café
Real Estate School Hawaii
REALTORS® Association of Maui, Inc.
REMI School of Real Estate
Residential Real Estate Council
Russ Goode Seminars
Servpro Industries, LLC
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
Maui Real Estate Academy, LLC,
dba Hawaii Real Estate Academy
OCL Real Estate, LLC
dba OnCourse Learning Real Estate
Ralph Foulger's School of Real Estate
Real Estate School Hawaii
REMI School of Real Estate
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.

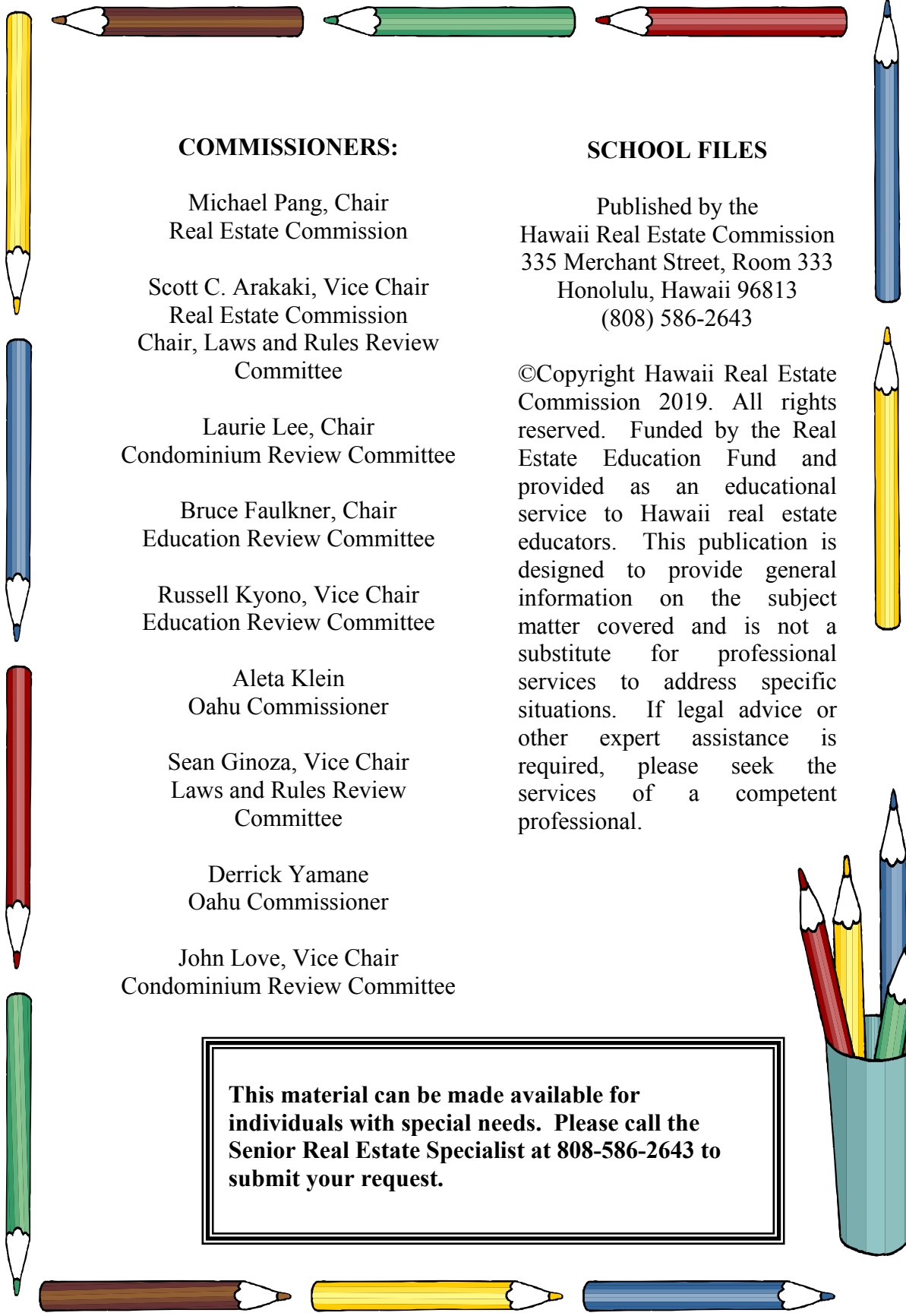


**2019 REAL ESTATE COMMISSION
MEETING SCHEDULE**

<p>Laws & Rules Review Committee - 9:00 a.m.</p> <p>Condominium Review Committee - Upon adjournment of the Laws & Rules Review Committee Meeting</p> <p>Education Review Committee - Upon adjournment of the Condominium Review Committee Meeting</p>	<p align="center">Real Estate Commission 9:00 a.m.</p>
<p align="center">Wednesday, August 7, 2019</p>	<p align="center">Friday, July 26, 2019</p>
<p align="center">Wednesday, September 11, 2019</p>	<p align="center">Friday, August 23, 2019</p>
<p align="center">Wednesday, October 9, 2019</p>	<p align="center">Friday, September 27, 2019</p>
<p align="center">Wednesday, November 6, 2019</p>	<p align="center">Friday, October 25, 2019</p>
<p align="center">Wednesday, December 11, 2019</p>	<p align="center">Friday, November 22, 2019</p>
	<p align="center">Friday, December 20, 2019</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.



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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

Russell Kyono, Vice Chair
Education Review Committee

Aleta Klein
Oahu Commissioner

Sean Ginoza, Vice Chair
Laws and Rules Review
Committee

Derrick Yamane
Oahu Commissioner

John Love, Vice Chair
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SCHOOL FILES

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