

School Files

Hawaii Real Estate Commission

October 2019

www.hawaii.gov/hirec

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Happy Halloween

SALESPERSON'S PRELICENSE CURRICULUM

The Hawaii Real Estate Commission will be procuring for the update of the Commission's salesperson's prelicense curriculum. Anyone interested shall or have been, within the past three (3) years, a Hawaii certified prelicense instructor. The procurement will be solicited on the State of Hawaii's State Procurement Office ("SPO") website under the HiePRO (Hawaii electronic Procurement) system. The solicitation is open to Hawaii-state registered vendors.

If you are interested, please go to the SPO website, <https://spo.hawaii.gov>, and register as a vendor, in order to receive notification of the release of the solicitation. The solicitation will be released about the middle of October 2019, subject to change.

The salesperson's prelicense curriculum was last updated in 2005.

HAWAII REAL ESTATE INDUSTRY DAY

On August 15, 2019, PSI's Industry Day was held at the Waikiki Prince Hotel. This is an annual meeting, and all prelicense schools and their instructors are invited to attend. Attendance has been limited in past years, but this year, there were 6 prelicense schools represented.

Attendees expressed concern about the seemingly low first-time takers pass rate. The instructors feel they are teaching to the curriculum, but the pass rates remain low. Some reasons for the low pass rates may be: repeat test takers, poor test-taking skills, prelicense education equivalency candidates (who may not study enough for the Hawaii state portion of the exam).

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Concerns were raised as to the 2-year expiration date of the equivalency certificates, and why some candidates wait so long to take the exam. Suggestions were made to consider shortening the expiration date of the equivalencies to maybe 60 or 90 days, or maybe one year.

Questions were raised as to how the test items are written, as some instructors felt the item writers were not qualified to write the test items. The item writing process was generally explained to the attendees, and reference was made to the process of developing the national portion of the licensing exam. PSI's national real estate exam was reaccredited on October 1, 2018. The process involved meetings with subject matter experts from jurisdictions throughout the country, and included real estate brokers, salespersons, educators, regulators, and attorneys. The national exam is developed based on a national job analysis, exam content specifications, item writing, pilot testing and psychometric analysis of items, reviews by the Subject Matter Experts (SMEs), and consolidating the test items and test forms. This is the same process that is in place for the Hawaii-specific test items.

It was agreed that at the next Industry Day, PSI will provide more specific information regarding the item writing process.

PSI reported that effective November 1, 2018, the National Real Estate Broker and Salesperson Exams have been updated. The new salesperson national exam has 80 one-point multiple-choice items. The new broker national exam includes 70 one-point multiple-choice items and five two-point multiple-choice items. (75 questions – 80 points) The scenario-based broker items utilize the multiple-choice format and incorporate multi-point scoring. For these items, there may be zero points, one point, or two points scored.

Hawaii test performance numbers from 11/1/18 – 8/1/19 are 52.0% pass rate for first time test takers for the salesperson national exam portion, and 45.0% pass rate for first time test takers for the Hawaii state exam portion. Over the decades, under different test administrators, the overall first time test takers performance numbers have averaged about 60% pass and 45% fail. See below charts.

Between 8/1/18 – 7/31/19, there were 4007 salesperson exams administered, 605 broker exams, and 7 instructor exams. The Honolulu test center handled 3,023 candidates, Maui – 630 candidates (2 locations), Honoka'a – 443 candidates, Kapaa – 261 candidates, and out-of-state – 262 candidates.

Salesperson Pass Rates – By Region

First Time Test Takers – Salesperson Exam

(11/1/2018 – 8/1/2019)

	<u>State</u>	<u>National</u>
New England	61%	52%
Mid-Atlantic	54%	59%
Southeast	70%	57%
South	57%	89%
Southwest	61%	51%
Midwest	65%	75%
Great Lakes	77%	61%
Plains	60%	63%
West	49%	62%
Hawaii	45%	52%



CLIENT CONFIDENTIAL

Hawaii Test Performance – 11/1/18 - 8/1/19

First Time Test Takers – Salesperson National Exam Portion 52.0% Pass

STATE MEAN BY TOPIC OF CONTENT OUTLINE:

• Contracts	9.41 of 14 = 67%	Financing	5.41 of 8 = 67%
• Agency	7.16 of 10 = 71%	Land Use Controls	2.59 of 4 = 64%
• Disclosures	3.74 of 5 = 74%	Practice of RE	7.56 of 11 = 68%
• Property Own.	4.23 of 6 = 70%	RE Calculations	5.27 of 8 = 66%
• Property Mgmt.	1.44 of 2 = 72%	Transfer of Title	3.75 of 6 = 62%
• Valuation	4.07 of 6 = 67%		

First Time Test Takers – Salesperson State Exam Portion 45.0% Pass

STATE MEAN BY SECTION OF CONTENT OUTLINE:

• Material Facts	5.10 of 8 = 64%	Contracts	2.91 of 5 = 58%
• Escrow & Closing	1.87 of 3 = 62%	Financing	1.93 of 3 = 64%
• Land Utilization	2.06 of 3 = 68%	Practices & Conduct	9.42 of 14 = 67%
• Property Mgmt.	2.91 of 4 = 73%	Title & Conveyance	3.86 of 6 = 64%
• Types of Owner.	2.58 of 4 = 65%		



CLIENT CONFIDENTIAL



DID YOU KNOW? . . .

PRINT YOUR OWN POCKET ID and WALL CERTIFICATE

Licensees must print their PVL license pocket IDs and wall certificates. The pocket IDs and wall certificates are no longer mailed to licensees. Licensees will obtain their pocket IDs and wall certificates through MyPVL account. Printing directly from the MyPVL website is free.

CORE B 2019-2020

The topic for Core B 2019-2020 will be “Principal Brokers: The Buck Stops Here!” Core B will include topics on the PB’s policies and procedures manual, delegation of duties to a BIC, client’s trust account, Change Forms, Broker Experience Certificate applications, and of course, the 2020 Legislative Update of real estate-related legislation. Not a PB? All licensees should be aware of what the PB’s responsibilities are, whether a PB or not.

2020 IDW

The Hawaii Association of REALTORS® will be developing an instructor’s development workshop (IDW) for the Commission, which will be held in April 2020, on all major islands. Theresa Barnabei, who presented last biennium’s IDW, will again present a follow-up IDW. If you recall, her IDW was well-received and full of ideas of using technology in the classroom. All prelicense and continuing education instructors need to complete an IDW in the current biennium to be able to teach in the 2021-2022 biennium.

QUESTION - IS 2 YEARS TOO LONG?

The expiration date for the Prelicense Education Equivalency (“EW”), the Equivalency to the Uniform Section of the Hawaii Real Estate Licensing Exam (“UEE”), the Broker Experience Certificate (“BE”), and the time to submit the completed license application is two years from date of receipt in the case of the equivalencies, and two years from the date of passing the general and/or Hawaii state portion of the license exam. Should the two year time frame be changed to less than two years? One year? Six months? Three months? 90 days? WHAT DO YOU THINK? Please submit your thoughts and ideas to the Real Estate Branch, attention Diane Fujimura, Senior Real Estate Specialist; hirec@dcca.hawaii.gov.



CHAPTER 99 PROPOSED RULE AMENDMENTS

Friday, September 27, 2019, was the comment deadline for the proposed rule amendments to Title 16, Chapter 99, Real Estate Brokers and Salespersons. The rulemaking process is an 18-step process, and the current proposed rule changes are at step ONE of this process.

A public hearing will be scheduled at step TWELVE (12) of the rulemaking process, and any further comments must be submitted at this time. There will be ample prior notice of the hearing.

The current version of the proposed rule changes follows, however, there have been some additions, and the complete rule amendments will be posted on the Commission’s website, around November 2019, at www.hawaii.gov/hirec. The underlined portions are the proposed amendments.

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</u> <u>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	§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:

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 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.

(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 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,

	<p>pens, memo pads, and name badges.</p> <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>
<p>No existing section</p>	<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 supervision 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.



PASS-FAIL RATES JULY - SEPTEMBER 2019 STATS AND ONE YEAR ROLLING

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date: 07/01/19 - 09/30/19
 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	3	3	50.00
1178	American Dream Real Estate School	8	6	2	75.00
1153	Carol Ball School of Real Estate (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	4	3	1	75.00
8888	Pre-License and Uniform Equivalency	2	0	2	0.00
7777	Pre-License Equivalency Only	1	1	0	100.00
1168	ProSchools, Inc.(Online)	5	2	3	40.00
1161	Ralph Foulger's School of Real Estate (Classroom)	1	0	1	0.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	4	2	2	50.00
1170	Seiler School of Real Estate (Online)	1	0	1	0.00
5555	Uniform Equivalency Only	1	0	1	0.00
1165	Vitousek RE Schools, Inc (Classroom)	3	0	3	0.00
1171	Vitousek RE Schools, Inc (Online)	1	1	0	100.00
		40	19	21	47.50

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date: 07/01/19 - 09/30/19
 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)	6	1	5	16.67
1152	All Islands Real Estate School	1	0	1	0.00
1178	American Dream Real Estate School	8	3	5	37.50
1153	Carol Ball School of Real Estate (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	4	1	3	25.00
8888	Pre-License and Uniform Equivalency	9	0	9	0.00
7777	Pre-License Equivalency Only	5	1	4	20.00
1168	ProSchools, Inc.(Online)	5	0	5	0.00
1161	Ralph Foulger's School of Real Estate (Classroom)	1	0	1	0.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	6	1	5	16.67
1170	Seiler School of Real Estate (Online)	1	1	0	100.00
5555	Uniform Equivalency Only	3	0	3	0.00
1165	Vitousek RE Schools, Inc (Classroom)	3	1	2	33.33
1171	Vitousek RE Schools, Inc (Online)	3	1	2	33.33
		58	11	47	18.97

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 07/01/19 - 09/30/19
 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)	99	40	59	40.40
1166	Abe Lee Seminars (Online)	72	31	41	43.06
1151	Akahi Real Estate Network, LLC	7	3	4	42.86
1152	All Islands Real Estate School	23	12	11	52.17
1178	American Dream Real Estate School	1	1	0	100.00
1180	Bly School of Real Estate (Classroom)	17	11	6	64.71
1153	Carol Ball School of Real Estate (Classroom)	15	9	6	60.00
1174	Carol Ball School of Real Estate (Online)	4	4	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	18	4	14	22.22
1177	Continuing Ed Express LLC	6	5	1	83.33
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	13	8	5	61.54
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1175	Inet Realty	37	14	23	37.84
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	17	10	7	58.82
8888	Pre-License and Uniform Equivalency	6	3	3	50.00
7777	Pre-License Equivalency Only	12	5	7	41.67
1168	ProSchools, Inc.(Online)	11	6	5	54.55
1161	Ralph Foulger's School of Real Estate (Classroom)	9	2	7	22.22
1162	REMI School of Real Estate (Classroom)	1	1	0	100.00
1169	REMI School of Real Estate (Online)	21	8	13	38.10
1170	Seiler School of Real Estate (Online)	13	8	5	61.54
1183	The CE Shop, Inc.	14	12	2	85.71
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)	7	3	4	42.86
		426	200	226	46.95

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 07/01/19 - 09/30/19
 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)	110	51	59	46.36
1166	Abe Lee Seminars (Online)	82	36	46	43.90
1151	Akahi Real Estate Network, LLC	8	0	8	0.00
1152	All Islands Real Estate School	25	8	17	32.00
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	16	14	2	87.50
1153	Carol Ball School of Real Estate (Classroom)	16	4	12	25.00
1174	Carol Ball School of Real Estate (Online)	7	4	3	57.14
1154	Coldwell Banker Pacific Properties, Real Estate School	18	2	16	11.11
1177	Continuing Ed Express LLC	7	2	5	28.57
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	13	7	6	53.85
1182	Hawaii Real Estate Academy (Classroom)	3	0	3	0.00
1175	Inet Realty	39	9	30	23.08
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	20	7	13	35.00
8888	Pre-License and Uniform Equivalency	14	8	6	57.14
7777	Pre-License Equivalency Only	24	5	19	20.83
1168	ProSchools, Inc.(Online)	15	5	10	33.33
1161	Ralph Foulger's School of Real Estate (Classroom)	9	3	6	33.33
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	25	6	19	24.00
1170	Seiler School of Real Estate (Online)	14	7	7	50.00
1183	The CE Shop, Inc.	14	5	9	35.71
5555	Uniform Equivalency Only	3	2	1	66.67
1165	Vitousek RE Schools, Inc (Classroom)	4	1	3	25.00
1171	Vitousek RE Schools, Inc (Online)	9	2	7	22.22
		497	188	309	37.83

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/18 - 09/30/19
 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)	30	18	12	60.00
1151	Akahi Real Estate Network, LLC	2	2	0	100.00
1178	American Dream Real Estate School	10	6	4	60.00
1180	Bly School of Real Estate (Classroom)	38	20	18	52.63
1181	Bly School of Real Estate (Online)	2	1	1	50.00
1153	Carol Ball School of Real Estate (Classroom)	19	14	5	73.68
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	1	1	0	100.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	3	2	1	66.67
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	20	15	5	75.00
8888	Pre-License and Uniform Equivalency	4	0	4	0.00
7777	Pre-License Equivalency Only	4	3	1	75.00
1168	ProSchools, Inc. (Online)	16	8	8	50.00
1161	Ralph Foulger's School of Real Estate (Classroom)	5	3	2	60.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	26	10	16	38.46
1170	Seiler School of Real Estate (Online)	3	2	1	66.67
5555	Uniform Equivalency Only	1	0	1	0.00
1165	Vitousek RE Schools, Inc (Classroom)	5	0	5	0.00
1171	Vitousek RE Schools, Inc (Online)	5	2	3	40.00
		199	109	90	54.77

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/18 - 09/30/19
 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)	30	14	16	46.67
1151	Akahi Real Estate Network, LLC	3	1	2	33.33
1152	All Islands Real Estate School	3	0	3	0.00
1178	American Dream Real Estate School	8	3	5	37.50
1180	Bly School of Real Estate (Classroom)	36	25	11	69.44
1181	Bly School of Real Estate (Online)	2	2	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	19	9	10	47.37
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	1	0.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	3	1	2	33.33
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	21	8	13	38.10
8888	Pre-License and Uniform Equivalency	32	4	28	12.50
7777	Pre-License Equivalency Only	23	9	14	39.13
1168	ProSchools, Inc. (Online)	22	8	14	36.36
1161	Ralph Foulger's School of Real Estate (Classroom)	4	2	2	50.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	26	5	21	19.23
1170	Seiler School of Real Estate (Online)	4	3	1	75.00
1183	The CE Shop, Inc.	2	1	1	50.00
5555	Uniform Equivalency Only	7	0	7	0.00
1165	Vitousek RE Schools, Inc (Classroom)	4	1	3	25.00
1171	Vitousek RE Schools, Inc (Online)	9	3	6	33.33
		265	101	164	38.11

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/18 - 09/30/19
 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)	360	121	239	33.61
1166	Abe Lee Seminars (Online)	295	135	160	45.76
1151	Akahi Real Estate Network, LLC	57	29	28	50.88
1152	All Islands Real Estate School	84	43	41	51.19
1178	American Dream Real Estate School	1	1	0	100.00
1180	Bly School of Real Estate (Classroom)	58	34	24	58.62
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	74	47	27	63.51
1174	Carol Ball School of Real Estate (Online)	23	15	8	65.22
1154	Coldwell Banker Pacific Properties, Real Estate School	100	32	68	32.00
1177	Continuing Ed Express LLC	28	21	7	75.00
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)	31	18	13	58.06
1182	Hawaii Real Estate Academy (Classroom)	10	2	8	20.00
1175	Inet Realty	132	49	83	37.12
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	9	6	3	66.67
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	56	34	22	60.71
8888	Pre-License and Uniform Equivalency	20	13	7	65.00
7777	Pre-License Equivalency Only	44	25	19	56.82
1168	ProSchools, Inc. (Online)	91	45	46	49.45
1161	Ralph Foulger's School of Real Estate (Classroom)	25	5	20	20.00
1173	Ralph Foulger's School of Real Estate (Online)	1	1	0	100.00
1162	REMI School of Real Estate (Classroom)	3	2	1	66.67
1169	REMI School of Real Estate (Online)	86	29	57	33.72
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew from 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	47	35	12	74.47
1183	The CE Shop, Inc.	53	46	7	86.79
5555	Uniform Equivalency Only	3	2	1	66.67
1165	Vitousek RE Schools, Inc (Classroom)	41	16	25	39.02
1171	Vitousek RE Schools, Inc (Online)	16	7	9	43.75
		1752	814	938	46.46



HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/18 - 09/30/19
 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)	350	169	181	48.29
1166	Abe Lee Seminars (Online)	293	146	147	49.83
1151	Akahi Real Estate Network, LLC	60	21	39	35.00
1152	All Islands Real Estate School	89	35	54	39.33
1178	American Dream Real Estate School	1	0	1	0.00
1180	Bly School of Real Estate (Classroom)	51	38	13	74.51
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	75	33	42	44.00
1174	Carol Ball School of Real Estate (Online)	27	8	19	29.63
1154	Coldwell Banker Pacific Properties, Real Estate School	98	26	72	26.53
1177	Continuing Ed Express LLC	28	14	14	50.00
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)	33	14	19	42.42
1182	Hawaii Real Estate Academy (Classroom)	14	3	11	21.43
1175	Inet Realty	125	45	80	36.00
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	8	5	3	62.50
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	62	25	37	40.32
8888	Pre-License and Uniform Equivalency	63	33	30	52.38
7777	Pre-License Equivalency Only	70	23	47	32.86
1168	ProSchools, Inc. (Online)	105	40	65	38.10
1161	Ralph Foulger's School of Real Estate (Classroom)	24	7	17	29.17
1173	Ralph Foulger's School of Real Estate (Online)	3	2	1	66.67
1162	REMI School of Real Estate (Classroom)	4	0	4	0.00
1169	REMI School of Real Estate (Online)	94	20	74	21.28
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew from 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	51	31	20	60.78
1183	The CE Shop, Inc.	59	17	42	28.81
5555	Uniform Equivalency Only	16	5	11	31.25
1165	Vitousek RE Schools, Inc (Classroom)	43	9	34	20.93
1171	Vitousek RE Schools, Inc (Online)	18	3	15	16.67
		1869	772	1097	41.31



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
Sirmon Training and Consulting Group, LLC
Systems Effect LLC, dba Training Cove
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.

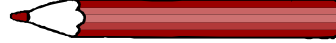


**2019 REAL ESTATE COMMISSION
MEETING SCHEDULE**

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, 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 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

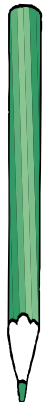
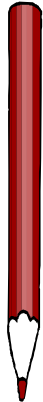
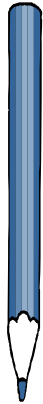
Russell Kyono, Vice Chair
Education Review Committee

Aleta Klein
Oahu Commissioner

Sean Ginoza, Vice Chair
Laws and Rules Review
Committee

Derrick Yamane
Oahu Commissioner

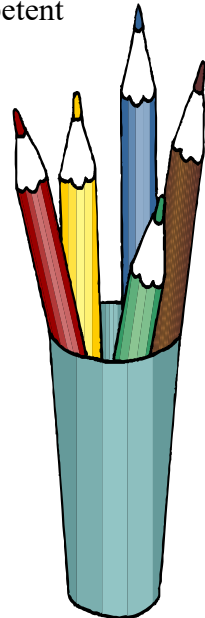
John Love, Vice Chair
Condominium Review Committee



SCHOOL FILES

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