

School Files

Hawaii Real Estate Commission

July 2022

www.hawaii.gov/hirec

What's in this Issue?

- Education System Updates
- Renewal Tidbits
- Live and Remote/Live CE Course Requirements
- Online CE Course Certification Requirements
- Prelicense Courses are Either Live/Remote-Live or Online/Independent Study
- Core B, 2021-2022 is Available
- Core Course Evaluations
- Farewell Diane
- Real Estate Commission
- Remote Proctoring Statistics
- Pass-Fail Rates 2nd Quarter and One Year Rolling
- List of Current Continuing Education Providers & Prelicense

UPDATES - EDUCATION SYSTEM

Issues that CE Providers and Prelicense Schools have reported to the developer and need to be addressed are listed below. If you are aware of any “glitches” in the Education System, please report it to the Real Estate Branch, 808-586-2643, or email roster@dcca.hawaii.gov.

1. The verbiage on the course certificate is incorrect. It says use if reactivating your license after 10/31/20 when it should be 12/31/20.
2. When sorting by Course Dates (for prelicense and continuing education courses), the date is sorted by month and does not indicate the year.
3. For continuing education courses, when a course is submitted (all attendees submitted together), the status remains as "open," rather than “submitted.”
4. Under CE Status, the “To be active...” tables are not displaying reliable information. Some individuals who need to restore only show 20 hours being needed when the correct amount should be 30 hours. In addition, newly licensed salespersons who are exempt from this year’s renewal are still showing they need 20 hours of CE.

Issues that CE Providers and Prelicense Schools have reported to the developer and are now FIXED. If you are still noticing issues, please let us know by providing specific examples and/or screenshots of the issue you are experiencing. You may email them to roster@dcca.hawaii.gov or telephone 808-586-2643.

1. The deactivate button is now available for use. Please note that if you would like the course completely removed you will need to contact either Charisa or Nohe at the phone number and email provided above.
2. CE Providers are now able to add attendees who took the same course 2 biennia ago for CE credit. Note: Hawaii Administrative

Rules, Section 16-99-95 state, "... a licensee shall not take a continuing education course for which the licensee has already received a certificate within two consecutive biennia.

3. If a licensee upgraded from an RS to RB after April 14, 2022, then all their CE credits will have moved over to their RB license. For those who upgraded their license prior to April 14, 2022, please assure them that their credits will move over before the start of renewals.
4. The CE Provider's view of licensee's CE data in the CE Portal and the student's view in their MyPVL account has been updated to reflect what DCCA sees in their system (i.e. make-up credits, biennium dates, course credits).
5. Licensed real estate entities and sole proprietors can view the CE requirements of their agents. (This feature was disabled when we transitioned to the new website.)
6. Removing the multiple RB options (i.e. RB- Entity, RB- Sole, etc.) in the CE Status drop-down menu. In addition, the list has been organized by alpha order.

Below are a list of other suggestions/improvement submitted by CE Providers and Prelicense Schools that are being reviewed.

- Intro Screen - Having the intro screen route to the course list instead of the Subject list.
- Have Course Rosters default by "Date Added" versus email for prelicense schools and license numbers for CE Providers. Please note that the different titles: Email, Name, Action can all be clicked on, so you can sort them however you prefer.

NEW SUBMITTAL OPTION WILL BE AVAILABLE IN THE PORTAL

Starting in early July, you will notice a third submittal option both for CE Providers. Currently, the only way to submit attendees is by using the individual "Submit Attendee" button next to each name or the "Submit All" button. Now, there will be a check mark box on the far right, which allows you to select as many attendees as you want (minimum 2 attendees). From there, you would then select the "Submit Multiple Attendees." With this added option, we hope that it helps alleviate some of the lag time and resorting issues that occurs when submitting individuals one at a time.

Course Info

Attendees

Subject: DISCLOSURE, DISCRIMINATION AND ADVERTISING IN THE CODE OF ETHICS

Course ID: C42669

Search

Filter...

+

Add New Attendee(s)

Select as many attendees you want to submit

<input type="checkbox"/>	License No	Name	Date Added	Make-up Credit	Print	Remove	Completion Date	Action
<input checked="" type="checkbox"/>	RB- 123	Hiwalani Hibiscus	06/17/2022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	06/16/2022	Submit Attendee
<input checked="" type="checkbox"/>	RB- 456	Peter Papaya	06/17/2022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	06/16/2022	Submit Attendee
<input checked="" type="checkbox"/>	RB- 23688	Kellie Strawberry	06/17/2022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	06/16/2022	Submit Attendee



RENEWAL TIDBITS

LICENSEES

- The real estate license renewal deadline is November 30, as usual. Online renewal applications will be available mid-October 2022.
- Renewal information: Licensees should be reminded to check their MyPVL account for current information on license renewal: mypvl.dcca.hawaii.gov.
- CORE B 2021-2022, “Ditch the ‘Mis’ in Misrepresentation” is available for offering.
- All real estate SALESPERSONs receiving their license in the even-numbered year of the biennium, 2022, are NOT required to complete the 20 hours of continuing education to renew their license current/active. They must RENEW their license by November 30.
- Continuing Education Equivalency (CEE) Application: The CEE application applies to Hawaii salespersons and brokers who hold a current, unencumbered (no conditions or disciplinary actions attached to the license) real estate salesperson or broker license in another state/jurisdiction, and who have successfully completed the CE requirements in that state/jurisdiction. This equivalency is for **ELECTIVE COURSE HOURS ONLY**. If granted, the licensee will still be required to complete the 2021-2022 core course (Parts A & B) in order to fulfill Hawaii's CE requirement. This application is posted on the Real Estate Branch website under the following link: https://cca.hawaii.gov/reb/rec_forms/ under the Continuing Education Application Forms. This application will be removed from the website midnight 12/31/22.

CONTINUING EDUCATION PROVIDERS, COURSES

- Re-registrations, re-certifications will be accepted from October 2022. All current registrations and certifications are good through 12/31/2022, however, please re-register and re-certify earlier than later.
- **Remember** to update your CE courses to meet the CE Live-Remote/Live requirements and/or the online course requirements. See Pages 4 and 5 in this issue for specifics.
- Completion of an Instructor’s Development Workshop (IDW) is required PRIOR to teaching. Providers should monitor the instructors they use to teach offered courses. No IDW? Please contact the Real Estate Branch.

PRELICENSE SCHOOLS, INSTRUCTORS, GUEST LECTURERS

- Re-registrations and re-certifications will be accepted from October 2022. As above, all current registrations and certifications are good through 12/31/2022, however, an early re-registration and re-certification is appreciated.
- Completion of an Instructor’s Development Workshop (IDW) is required PRIOR to teaching. School Principals should monitor the instructors they use to teach offered courses. No IDW? Please contact the Real Estate Branch.



LIVE AND REMOTE/LIVE CONTINUING EDUCATION COURSE REQUIREMENTS*

**At its monthly Real Estate Commission meeting on Friday, June 24, 2022, the Commission approved the Requirements for Live and Remote/Live Continuing Education Courses. These requirements will go into effect for all new and re-certified live and remote/live continuing education courses submitted and approved for the 2023-2024 biennium.*

For traditional live continuing education courses, there is more than likely, interaction between the instructor and the students. To enhance participation, attention, and learning in continuing education classes, various types of interactivity should occur throughout the course. The interactivity must be included after each unit of learning in the course. These interactive events may include quiz questions on the course content covered, or other types of instructional methods, such as videos, small group discussions, in-course assignments. The number of quiz questions is left to the discretion of the author/owner of the course. However, the student should get at least a 70% correct score on multiple quiz questions in order to proceed through the course.

During the pandemic, the popularity of Remote/Live continuing education courses soared, as concerns regarding mask-wearing, social distancing, etc. ruled the day, especially as the number of Covid-19 cases increased. A Remote/Live course is offered via platforms such as Zoom, Go to Meeting, etc. These platforms allow the participants to be seen by the instructor. It also allows for questions to be asked via “chat” and by direct recognition by the instructor. Interactivity can be included in many ways, like “poll everywhere,” Kahoot,” or similar applications, questions and answers, quizzes, break-out rooms for small group discussions, problem solving, and the use of engaging graphics to clarify and emphasize course content.

It is not acceptable to offer a Remote/Live course where participants are NOT visible to the instructor. This creates an undue hardship on the instructor to engage participants that are not visible. He has no way to gauge his effectiveness as an instructor, and whether or not the points of instruction are reaching the students. This cannot be a guessing game. Any instructor needs direct feedback from students in the moment.

In summary:

*For Remote/Live Continuing Education Courses, the inclusion of interactivity via various instructional methods and instructional aids is required after each logical unit of instruction.

*The instructor is required to view the registered participants and use the appropriate web-based platforms to accomplish this.



ONLINE CONTINUING EDUCATION COURSE CERTIFICATION REQUIREMENTS*

**At its monthly Real Estate Commission meeting on Friday, June 24, 2022, the Commission again approved the "Online Continuing Education Course Certification Requirements" for the current biennium. The slightly revised requirements approved by the Commission will go into effect for all new and re-certified online continuing education courses submitted and approved for the 2023-2024 biennium.*

This article initially appeared in the April 2018 issue of School Files. It has been slightly amended. During the pandemic, there were very few continuing education courses submitted for review and approval. Recently, however, new continuing education courses are being submitted as this is a renewal year. Normally, the number of continuing education courses submitted during a renewal year increases over the second year of the biennium.

In light of the new continuing education courses submitted, it appears that the courses, if they are ONLINE courses, are quite varied in quality and presentation. Please review the following requirements for ONLINE continuing education courses and ensure that your online continuing education courses meet the stated requirements.

These policies are based on the ARELLO (Association of Real Estate License Law Officials*) Distance Education Certification Program policies and procedures.

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

1. Online continuing education courses are required to provide the following information to students:
 - The name and direct contact information of the instructor
 - Instructor response time
 - Course description
 - Prerequisites for the course (if any)
 - Criteria for successful completion of the course
 - Exam information, if applicable
 - Refund policies
 - Equipment and system requirements
 - Any relevant state or jurisdiction specific requirements
 - Technical support availability and contact information
 - The orientation must contain a mandatory acknowledgement by the learner that the learner has read and understands the orientation.
2. Online continuing education courses are required to have learning objectives that describe the outcome of the learning process.

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

"Upon completion of this course, the student will be able to describe violations of the fair housing laws applicable in Hawaii."

3. All courses submitted for certification are required to have quantifiable evidence of clock hours requested.
4. All courses submitted for certification are required to have a time tracking mechanism.

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

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

All courses must have learning strategies that provide interactivity throughout the course. Interactivity, or instructional methods and aids must be included after every logical unit of instruction in the course. Courses must show evidence of learner-to-content interaction. (Examples include, but are not limited to, links to vocabulary words, links to supplemental reference material, exercises, quizzes, final exams and remediation exercises.) It should be noted that "clicking" does not constitute learner-to-content interaction.

Interactivity after each topic/unit of instruction is the recommended amount in a course.

6. Online continuing education courses are required to have assessments and use remediation within the course.
 - A. Incremental assessments should be designed to properly measure whether or not mastery of the material has been achieved. Incremental assessments may include quizzes given throughout each logical unit of instruction.
 - B. Remediation involves providing a learner who has answered an item incorrectly with an indication of why their answer was incorrect. The following are not considered adequate remediation: giving the learner an immediate opportunity to retake an identical question, or providing the learner with the correct answer without providing an accompanying explanation.
7. Online continuing education courses are required to have evaluations of the learning experience.
 - A. The evaluation must assess the effectiveness of the instructor, course delivery, and course content. This important feedback tool allows the provider to continue their commitment to providing quality distance education.
 - B. Tabulation of the responses to each question presented in the evaluation is required to be submitted for recertification of the course. All comments must be provided.

*Note: This item is not required at this time.

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

1. Course expectations: "Did the course cover the content you were expecting?"

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



PRELICENSE COURSES ARE EITHER LIVE/REMOTE-LIVE OR ONLINE/INDEPENDENT STUDY

Recently, it was brought to our attention that some prelicense schools have been offering their salesperson’s and/or broker’s prelicense curricula in a “hybrid” offering. What is this? Based on information gathered from several school websites, for example, the salesperson’s prelicense course is being offered on certain days of the week for x amount of hours per session, and a longer session on Saturday. When totaling up the hours included in this schedule, the total hours add up to far less than the required 60 hours of INSTRUCTION time. (See Hawaii Administrative Rules, Section 16-99-36) The missing hours are not accounted for in the school’s webpage advertisement. However, upon further review, it appears the missing hours for the curriculum are counted in the number of hours the student spend in “independent study” or reading of the course materials.

If a prelicense school has registered for live offering, then the prelicense instructor is expected to be teaching “live” and/or since the pandemic, “live-remote” via platforms such as Zoom. There should not be any “live” instruction happening in an online/independent style format. If the school has also registered to offer the prelicense course in an online/independent study format, then the student will proceed through the online/independent course on his or her own self-paced timeline. Again, there is no “live” instruction in an online/independent study course. As stated in Hawaii Administrative Rules (“HAR”), Section 16-99-52.1 Independent study courses. . . “(c)(1) Every registered school offering an approved independent study course for satisfaction of the salesperson or broker education requirement shall: (1) Be available to answer students’ questions or provide them assistance as necessary; . . .” Being available to address student’s questions or provide assistance is not the same thing as INSTRUCTION by the instructor on the course curricula.

Also noted in some of the school websites is a statement that “independent study reading” is required of the students enrolled in the “live, live--remote” course. This is HOMEWORK. The

reading of course materials should not be counted towards fulfilling the required hours of the prelicense curriculum. As expected in any live course, the student will be assigned course reading on relevant topics, in preparation for the next live class meeting. The term, “independent study” is relevant only in the independent study format.

Until further notice, any school offering live curricula may only instruct the minimum 60 and/or 80 hours required in a live /live-remote format. There should not be any other type of instruction going on. No “independent study reading” assignments. Just reading assignments. This has always been the expected and accepted approach to a live classroom offering.

For online/independent study offerings, traditionally this means a course where the student goes through the course curricula as provided by the school. There is no instructor teaching live. There must be a prelicense instructor available to provide assistance, answer questions to a student. This is NOT course instruction time.

Any suggestions to offer a “hybrid” or “blended” prelicense course offering are welcome. The proposed hybrid/blended offering will be reviewed by the Commission. A hybrid/blended course offering should spell out in the course outline exactly what type of instruction will be offered for specific topics, what types of instruction aids will be used, and the time allotment for each type of instruction. The total hours of each type of instruction method used must total the minimum of 60 hours of instruction time for the salesperson’s prelicense course and/or 80 hours of instruction time for the broker’s prelicense course.



CORE B, 2021-2022 is AVAILABLE

“Ditch the ‘Mis’ in MISREPRESENTATION”

Core B 2021-2022 is available for offering. The instructors who attended the Core B Train-the-Trainer were sent the Core B course materials. CE Providers who were named by instructors when they registered for the Train-the-Trainer have the Core B “subject” listed in their subjects. If a CE Provider was not named by the instructor, please contact the Real Estate Branch to have the subject listed in your subjects. A CE Provider will not be able to offer Core B if the Core B subject is not input in their subject list.

All instructors who want to teach Core B must complete the “Train-the-Trainer” for Core B. Contact the Real Estate Branch for information on how to access the recording of the Train-the-Trainer.

Both Part A, “Fair Play in Fair Housing: It’s Not a Game, It’s the Law” and Part B, “Ditch the ‘Mis’ in Misrepresentation” must be completed in order to receive credit for the core course.

Using the approved core course materials, a CE Provider may create an online version of Core B. Submit the final online course to the Real Estate Branch, including certification that the course was created using the approved Core B materials. Remember, online CE courses must include instances of interactivity, assessments and remediation for incorrect answers in the assessments. Both Parts A and B will be available through May 31, 2023, in both live and online formats.

REMINDER: SUBMIT ALL CORE COURSE EVALUATIONS

Please continue to submit ONLY the core course evaluations to the Real Estate Branch. At this time, you do not have to submit the course evaluations for any other continuing education elective courses. Submit the core course evaluations in a format that is easily downloadable by staff such as Google Forms. If this is not readily available, you may submit the evaluations in hard-copy.

Mahalo!



FAREWELL DIANE!



At its June 24, 2022 meeting, the Real Estate Commission bid a fond farewell to the Real Estate Branch's Senior Real Estate Specialist, Diane Choy Fujimura, who retired on June 30, 2022. The road to retirement has been a long and industrious one for Diane. She joined the Department of Commerce and Consumer Affairs almost 40 years ago as an investigator with the Regulated Industries Complaints Office. She made the move to real estate on November 1, 2001.

In her position as the senior real estate specialist, Diane has played an integral role in the Real Estate Branch. In addition to the review of real estate licensing applications, Diane also reviews the applications of prospective continuing education providers, prelicense schools, prelicense instructors and continuing education courses. Diane is the editor of the quarterly Real Estate Bulletin and the Commission's education publication, School Files. She also coordinates the activities of the Commission's Ad Hoc Committee on Education, which is responsible for developing the Commission's core courses, as well as the Commission's

Instructor Development Workshops, a requirement for all real estate instructors.

Diane also supports other Department activities such as the Department's blood drives to support the Blood Bank of Hawaii. It seems like everywhere you turn, Diane is doing something or coordinating something in the Branch, the Division, the Department and quite possibly the entire state. On top of all that work, Diane still finds time to polish her table tennis skills and join a community cause or two. If there is an injustice occurring anywhere in the state, you'll probably find Diane at the front lines carrying the torch.

Diane's departure, though well deserved, leaves a huge void in the Branch that will definitely be challenging to fill. We wish her well on her retirement!



REAL ESTATE COMMISSION

Sean Ginoza, Broker, Big Island; Russell Kyono, Broker, Kauai; and John Love, Esq., Public Member; were confirmed for second terms by the Hawaii Senate on April 22, 2022. Russell Kyono and John Love's terms will expire June 2026. Sean Ginoza's term will expire November 2024.

Newly appointed commissioner, Richard Emery, will also serve his first term as a commissioner, Broker, O'ahu, effective July 1, 2022 – June 30, 2026. He is Principal Broker for Hawaii First Realty LLC and is an active member with the Community Associations Institute, and a Director for the Hawaii Council of Community Associations. Richard regularly teaches continuing education core and elective courses to licensees.

Mr. Ginoza is associated with Ginoza Realty, Inc., which focuses on property management. He is the Broker-in-Charge, Vice President and a Director for the brokerage. He started full-time with Ginoza Realty in 2007. Mr. Ginoza attended Waiakea High School and the University of Northern Colorado. He is a member of the Hawaii Island REALTORS®.

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

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



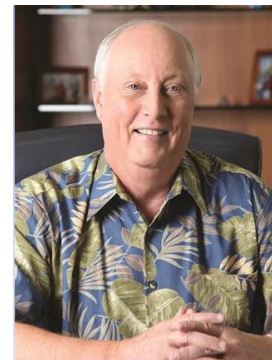
Sean Ginoza



Russell Kyono



John Love



Richard Emery



REMOTE PROCTORING STATISTICS

PSI MONTHLY STATS

6/1/22 – 6/30/22

	Total Tested	Total Passed	Remote Tested	Remote Passed	% Remote Passed	Test Site Tested	Test Site Passed	% Test Site Passed
Broker National	25	15	9	6	66.67%	16	9	56.25%
Broker State	36	11	18	8	44.44%	18	3	16.67%
Salesperson National	179	68	75	25	33.33%	104	43	41.35%
Salesperson State	218	73	102	30	29.41%	116	43	37.07%



PASS-FAIL RATES

APRIL - JUNE 2022 STATS AND ONE YEAR ROLLING

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date: 04/01/22 – 06/30/22
 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)	1	1	0	100.00
1180	Bly School of Real Estate (Classroom)	14	8	6	57.14
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	1	1	0	100.00
1174	Carol Ball School of Real Estate (Online)	2	2	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	1	0.00
1177	Continuing Ed Express LLC	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1184	Mbition Learn Real Estate	7	5	2	71.43
8888	Pre-License and Uniform Equivalency	2	1	1	50.00
7777	Pre-License Equivalency Only	3	0	2	0.00
1168	ProSchools, Inc. (Online)	3	3	0	100.00
1186	Real Estate School Hawaii	1	0	1	0.00
1169	REMI School of Real Estate (Online)	5	4	1	80.00
1163	Seiler School of Real Estate (Classroom)	1	0	1	0.00
1193	The CE Shop, Inc. (Online)	1	1	0	100.00
1165	Vitousek RE Schools, Inc (Classroom)	1	0	1	0.00
		46	27	18	58.70

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date: 04/01/22 – 06/30/22
 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)	2	1	1	50.00
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)	1	0	1	0.00
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	0	0.00
1177	Continuing Ed Express LLC	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1184	Mbition Learn Real Estate	7	3	4	42.86
9999	Other	1	1	0	100.00
8888	Pre-License and Uniform Equivalency	2	1	1	50.00
7777	Pre-License Equivalency Only	3	1	1	33.33
1168	ProSchools, Inc. (Online)	3	2	1	66.67
1186	Real Estate School Hawaii	1	0	1	0.00
1169	REMI School of Real Estate (Online)	5	2	3	40.00
9999	Restoration	1	1	0	100.00
1163	Seiler School of Real Estate (Classroom)	1	0	1	0.00
1183	The CE Shop, Inc. (Classroom)	1	1	0	100.00
1193	The CE Shop, Inc. (Online)	1	0	1	0.00
5555	Uniform Equivalency Only	3	1	2	33.33
1165	Vitousek RE Schools, Inc (Classroom)	1	1	0	100.00
		53	26	25	49.06

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date: 04/01/22 – 06/30/22
 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)	11	3	8	27.27
1166	Abe Lee Seminars (Online)	109	52	55	47.71
1152	All Islands Real Estate School	1	0	1	0.00
1190	American School of Real Estate Express, L.L.C.	30	18	12	60.00
1180	Bly School of Real Estate (Classroom)	11	6	5	54.55
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1174	Carol Ball School of Real Estate (Online)	11	6	5	54.55
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	1	0.00
1177	Continuing Ed Express LLC	5	5	0	100.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	4	2	2	50.00
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	17	9	8	52.94
1172	Hawaii Institute of Real Estate	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom)	14	6	8	42.86
1175	Inet Realty	1	0	1	0.00
1159	Maui Community College-VITEC	1	0	1	0.00
1184	Mbition Learn Real Estate	4	2	2	50.00
9999	Other	2	1	1	50.00
8888	Pre-License and Uniform Equivalency	4	2	2	50.00
7777	Pre-License Equivalency Only	6	3	3	50.00
1168	ProSchools, Inc. (Online)	1	0	1	0.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	20	9	10	45.00
9999	Restoration	2	1	1	50.00
1170	Seiler School of Real Estate (Online)	4	2	2	50.00
1183	The CE Shop, Inc. (Classroom)	25	14	11	56.00
1193	The CE Shop, Inc. (Online)	41	26	15	63.41
5555	Uniform Equivalency Only	1	1	0	100.00
1165	Vitousek RE Schools, Inc (Classroom)	5	0	5	0.00
1171	Vitousek RE Schools, Inc (Online)	1	0	1	0.00
		336	170	163	50.60

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date: 04/01/22 – 06/30/22
 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)	11	3	7	27.27
1166	Abe Lee Seminars (Online)	109	42	65	38.53
1152	All Islands Real Estate School	1	0	1	0.00
1190	American School of Real Estate Express, L.L.C.	29	3	23	10.34
1180	Bly School of Real Estate (Classroom)	11	6	5	54.55
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1174	Carol Ball School of Real Estate (Online)	11	4	7	36.36
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	1	0.00
1177	Continuing Ed Express LLC	5	3	2	60.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	4	2	2	50.00
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	17	8	9	47.06
1156	Fahrni School of Real Estate	1	1	0	100.00
1172	Hawaii Institute of Real Estate	1	0	1	0.00
1182	Hawaii Real Estate Academy (Classroom)	14	3	11	21.43
1175	Inet Realty	1	0	1	0.00
1159	Maui Community College-VITEC	1	0	1	0.00
1184	Mbition Learn Real Estate	4	2	2	50.00
9999	Other	2	0	1	0.00
8888	Pre-License and Uniform Equivalency	4	2	2	50.00
7777	Pre-License Equivalency Only	8	1	6	12.50
1168	ProSchools, Inc. (Online)	1	0	1	0.00
1186	Real Estate School Hawaii	2	1	1	50.00
1169	REMI School of Real Estate (Online)	20	12	7	60.00
9999	Restoration	2	0	1	0.00
1170	Seiler School of Real Estate (Online)	4	1	3	25.00
1183	The CE Shop, Inc. (Classroom)	25	7	18	28.00
1193	The CE Shop, Inc. (Online)	42	18	24	42.86
5555	Uniform Equivalency Only	2	2	0	100.00
1165	Vitousek RE Schools, Inc (Classroom)	5	0	5	0.00
1171	Vitousek RE Schools, Inc (Online)	1	0	1	0.00
		340	121	209	35.59



HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date: 07/01/21 – 06/30/22
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - National ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	2	1	1	50.00
1166	Abe Lee Seminars (Online)	10	6	4	60.00
1180	Bly School of Real Estate (Classroom)	34	16	18	47.06
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	2	2	0	100.00
1174	Carol Ball School of Real Estate (Online)	6	6	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	1	0	1	0.00
1177	Continuing Ed Express LLC	1	0	1	0.00
1155	Dower School of Real Estate	1	0	1	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	2	2	0	100.00
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	3	2	1	66.67
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1175	Inet Realty	1	0	1	0.00
1159	Maui Community College-VITEC	1	0	1	0.00
1184	Mbition Learn Real Estate	26	17	9	65.38
8888	Pre-License and Uniform Equivalency	9	4	5	44.44
7777	Pre-License Equivalency Only	6	3	2	50.00
1168	ProSchools, Inc. (Online)	4	4	0	100.00
1186	Real Estate School Hawaii	2	1	1	50.00
1162	REMI School of Real Estate (Classroom)	1	1	0	100.00
1169	REMI School of Real Estate (Online)	27	17	10	62.96
1163	Seiler School of Real Estate (Classroom)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	2	0	2	0.00
1183	The CE Shop, Inc. (Classroom)	2	0	2	0.00
1193	The CE Shop, Inc. (Online)	1	1	0	100.00
5555	Uniform Equivalency Only	4	1	3	25.00
1165	Vitousek RE Schools, Inc (Classroom)	4	2	2	50.00
1171	Vitousek RE Schools, Inc (Online)	4	4	0	100.00
		159	91	67	57.23



HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 2

Test Date: 07/01/21 – 06/30/22
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	2	1	1	50.00
1166	Abe Lee Seminars (Online)	12	3	8	25.00
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)	2	1	1	50.00
1174	Carol Ball School of Real Estate (Online)	6	3	3	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	0	1	0.00
1177	Continuing Ed Express LLC	2	1	1	50.00
1155	Dower School of Real Estate	1	0	1	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	2	0	2	0.00
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	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	1	1	0	100.00
1184	Mbition Learn Real Estate	26	9	16	34.62
9999	Other	4	2	2	50.00
8888	Pre-License and Uniform Equivalency	24	9	14	37.50
7777	Pre-License Equivalency Only	11	3	7	27.27
1168	ProSchools, Inc. (Online)	6	3	3	50.00
1186	Real Estate School Hawaii	2	0	2	0.00
1162	REMI School of Real Estate (Classroom)	1	1	0	100.00
1169	REMI School of Real Estate (Online)	27	12	15	44.44
9999	Restoration	4	2	2	50.00
1163	Seiler School of Real Estate (Classroom)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	3	1	2	33.33
1183	The CE Shop, Inc. (Classroom)	4	1	3	25.00
1193	The CE Shop, Inc. (Online)	1	0	1	0.00
5555	Uniform Equivalency Only	11	2	9	18.18
1165	Vitousek RE Schools, Inc (Classroom)	4	2	2	50.00
1171	Vitousek RE Schools, Inc (Online)	4	0	3	0.00
		203	81	116	39.90

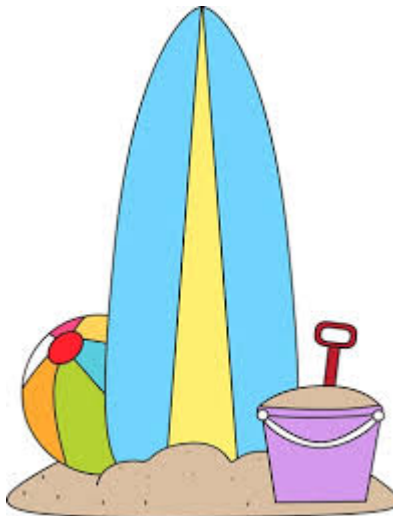


HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 3

Test Date: 07/01/21 – 06/30/22
 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)	69	18	51	26.09
1166	Abe Lee Seminars (Online)	423	177	244	41.84
1152	All Islands Real Estate School	5	1	4	20.00
1190	American School of Real Estate Express, L.L.C.	89	48	41	53.93
1180	Bly School of Real Estate (Classroom)	51	28	23	54.90
1181	Bly School of Real Estate (Online)	16	9	7	56.25
1153	Carol Ball School of Real Estate (Classroom)	7	2	5	28.57
1174	Carol Ball School of Real Estate (Online)	44	29	15	65.91
1154	Coldwell Banker Pacific Properties, Real Estate School	15	6	9	40.00
1177	Continuing Ed Express LLC	18	14	4	77.78
1189	Diamond Resorts Real Estate Academy - Hawaii, LLC	1	0	1	0.00
1155	Dower School of Real Estate	1	1	0	100.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	16	6	10	37.50
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	61	31	30	50.82
1172	Hawaii Institute of Real Estate	6	3	3	50.00
1182	Hawaii Real Estate Academy (Classroom)	27	8	19	29.63
1175	Inet Realty	30	6	24	20.00
1159	Maui Community College-VITEC	7	1	6	14.29
1184	Mbition Learn Real Estate	39	19	20	48.72
9999	Other	3	2	1	66.67
8888	Pre-License and Uniform Equivalency	28	8	20	28.57
7777	Pre-License Equivalency Only	37	23	14	62.16
1168	ProSchools, Inc. (Online)	3	0	3	0.00
1161	Ralph Foulger's School of Real Estate (Classroom)	3	2	1	66.67
1173	Ralph Foulger's School of Real Estate (Online)	2	0	2	0.00
1186	Real Estate School Hawaii	21	12	9	57.14
1169	REMI School of Real Estate (Online)	92	37	54	40.22
9999	Restoration	3	2	1	66.67
1170	Seiler School of Real Estate (Online)	32	20	12	62.50
1183	The CE Shop, Inc. (Classroom)	197	123	74	62.44
1193	The CE Shop, Inc. (Online)	41	26	15	63.41
5555	Uniform Equivalency Only	4	2	2	50.00
1165	Vitousek RE Schools, Inc (Classroom)	31	9	22	29.03
1171	Vitousek RE Schools, Inc (Online)	4	2	2	50.00
		1426	675	748	47.34



HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 4

Test Date: 07/01/21 – 06/30/22
 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)	68	20	47	29.41
1166	Abe Lee Seminars (Online)	424	167	251	39.39
1152	All Islands Real Estate School	4	1	3	25.00
1190	American School of Real Estate Express, L.L.C.	91	9	78	9.89
1180	Bly School of Real Estate (Classroom)	51	35	16	68.63
1181	Bly School of Real Estate (Online)	16	10	6	62.50
1153	Carol Ball School of Real Estate (Classroom)	7	4	3	57.14
1174	Carol Ball School of Real Estate (Online)	46	24	22	52.17
1154	Coldwell Banker Pacific Properties, Real Estate School	15	5	9	33.33
1177	Continuing Ed Express LLC	18	12	6	66.67
1189	Diamond Resorts Real Estate Academy - Hawaii, LLC	1	0	1	0.00
1155	Dower School of Real Estate	1	0	1	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	16	7	9	43.75
1188	Excellence in Education, LLC, DBA Maui Real Estate School (Online)	65	26	38	40.00
1156	Fahrni School of Real Estate	1	1	0	100.00
1172	Hawaii Institute of Real Estate	9	2	7	22.22
1182	Hawaii Real Estate Academy (Classroom)	29	5	24	17.24
1175	Inet Realty	31	6	25	19.35
1159	Maui Community College-VITEC	7	3	4	42.86
1184	Mbition Learn Real Estate	39	7	32	17.95
9999	Other	6	4	1	66.67
8888	Pre-License and Uniform Equivalency	50	14	36	28.00
7777	Pre-License Equivalency Only	49	18	30	36.73
1168	ProSchools, Inc. (Online)	3	0	3	0.00
1161	Ralph Foulger's School of Real Estate (Classroom)	3	1	2	33.33
1173	Ralph Foulger's School of Real Estate (Online)	2	0	2	0.00
1186	Real Estate School Hawaii	22	4	18	18.18
1169	REMI School of Real Estate (Online)	93	30	61	32.26
9999	Restoration	6	4	1	66.67
1163	Seiler School of Real Estate (Classroom)	1	1	0	100.00
1170	Seiler School of Real Estate (Online)	33	19	13	57.58
1183	The CE Shop, Inc. (Classroom)	201	69	132	34.33
1193	The CE Shop, Inc. (Online)	42	18	24	42.86
5555	Uniform Equivalency Only	6	4	2	66.67
1165	Vitousek RE Schools, Inc (Classroom)	31	3	28	9.68
1171	Vitousek RE Schools, Inc (Online)	4	1	3	25.00
		1491	534	938	35.81



CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
American Dream Real Estate School, LLC
At Your Pace Online, LLC
The Berman Education Company, LLC
Building Industries Association of Hawaii
Carol Ball School of Real Estate
The CE Shop, LLC
CMPS Institute, LLC
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
Dexterity CE, LLC
Eddie Flores Real Estate Continuing Education
ExceedCE
Finance of America Reverse
Franklin Energy Services, LLC
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®
Luxury Home Council, Inc.
Mbiton Learn Real Estate
McKissock, LLC
Preferred Systems, Inc.
Ralph Foulger's School of Real Estate
Real Estate School Hawaii
REALTORS® Association of Maui, Inc.
REMI School of Real Estate
Residential Real Estate Council
Scott Alan Bly School of Real Estate, LLC
dba Bly School of Real Estate
Servpro Industries, LLC
Shari Motooka-Higa
Systems Effect LLC, dba Training Cove
WebCE Inc.
West Hawaii Association of REALTORS®

PRELICENSE SCHOOLS

Abe Lee Seminars
American Dream Real Estate School, LLC
American School of Real Estate Express, LLC
Carol Ball School of Real Estate
The CE Shop, LLC
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
Excellence in Education, LLC
dba Maui Real Estate School
Hawaii Institute of Real Estate
Inet Realty
Maui Real Estate Academy, LLC,
dba Hawaii Real Estate Academy
Mayfield Real Estate, Inc.,
dba Global Real Estate School
Mbiton Learn Real Estate
Premier Real Estate, LLC,
dba Premier Real Estate Academy
Ralph Foulger's School of Real Estate
Real Estate School Hawaii
REMI School of Real Estate
Scott Alan Bly School of Real Estate, LLC
dba Bly School of Real Estate
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.



**2022 REAL ESTATE COMMISSION
MEETING SCHEDULE**

Real Estate Commission 9:00 a.m.
Friday, July 22, 2022
Friday, August 26, 2022
Friday, September 23, 2022
Friday, October 21, 2022
Friday, November 18, 2022
Friday, December 16, 2022

Until further notice, Laws & Rules Review Committee, Condominium Review Committee, and Education Review Committee meeting items will be discussed at Real Estate Commission meetings.

Real Estate Commission Meetings will be held online via the Zoom platform. Physical location will be in the King Kalakaua Building, 335 Merchant Street, Room 333.

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:

Derrick Yamane, Chair
Real Estate Commission

Nikki Senter, Vice Chair
Real Estate Commission
Chair, Laws and Rules Review
Committee

Audrey Abe, Chair
Education Review Committee

Russell Kyono, Vice Chair
Education Review Committee

Sean Ginoza, Vice Chair
Laws and Rules Review
Committee

John Love, Chair
Condominium Review
Committee

P. Denise La Costa, Vice Chair
Condominium Review
Committee

Jennifer Andrews
Oahu Commissioner

Richard Emery
Oahu Commissioner

SCHOOL FILES

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