

REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
www.hawaii.gov/hirec

MINUTES OF MEETING

The agenda for this meeting was posted to the State electronic calendar and filed with the Office of the Lieutenant Governor, as required by Section 92-7(b), Hawaii Revised Statutes

Date: December 15, 2023

Time: 9:00 am

Physical Location: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, 1st Floor
Honolulu, Hawaii

Present: Derrick Yamane, Chair, Broker/Honolulu Commissioner
Nikki Senter, Vice Chair, Public Member/Honolulu Commissioner
John Love, Public Member/Honolulu Commissioner
Sean Ginoza, Broker/Hawaii Island Commissioner
Russell Kyono, Broker/Kauai Commissioner
P. Denise La Costa, Broker/Maui Commissioner
Richard Emery, Broker/Honolulu Commissioner
Audrey Abe, Broker/Honolulu Commissioner
Jennifer Andrews, Broker/Honolulu Commissioner

Neil Fujitani, Supervising Executive Officer
Miles Ino, Executive Officer
Kristen Kekoa, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
Nohelani Jackson, Real Estate Specialist
Kedin Kleinhans, Senior Condominium Specialist
Dathan Choy, Condominium Specialist
Lorie Sides, Condominium Education Specialist
Shari Wong, Deputy Attorney General
Colleen Mar, Office Assistant
Tammy Norton, Recording Secretary

Others: Ann Gosling
Kyle Yanagisako (via teleconference)
Elisabeth Weiss (via teleconference)

Absent: None

Call to Order: The Chair called the meeting to order at 9:08 a.m., at which time quorum was established by roll call.

Chair's Report: The Commission may move into executive session to consider and evaluate personal information relating to individuals applying for licensure in accordance with section 92-5(a)(1), HRS, and/or to consult with the Commission's attorney on questions and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with section 92-5(a)(4), HRS.

Chair Yamane welcomed all to the Commission's in-person meeting and wished everyone a Merry Christmas and a Happy New Year.

Executive Officer's
Report:

Executive Officer Ino announced that the Commission shall afford all interested persons an opportunity to submit data, views, or arguments in writing, on any agenda item and shall provide all interested parties an opportunity to present oral testimony on an agenda item subject to the conditions set forth in section 16-99-83, HAR. The Commission may remove any person or persons, who willfully disrupt a meeting to prevent and compromise the conduct of the meeting in accordance with section 92-3, HRS. Each speaker will be limited to a five-minute time period pursuant with section 16-99-83(a)(5), HAR.

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the minutes of the November 22, 2023, meeting.

Licensing –
Ratification:

Upon a motion by Commissioner Ginoza, seconded by Commissioner Andrews, it was voted on and unanimously carried to ratify the December 15, 2023, Approved Applications List.

Committees and
Program of Work:

Laws and Rules Review Committee

Budget and Finance Report – Real Estate Recovery Fund, June 30, 2023

Commissioner La Costa questioned what the operations expenditures covered.

Executive Officer Ino responded that the operations expenditure is for staffing.

Upon a motion by Commissioner La Costa, seconded by Commissioner Ginoza, it was voted on and unanimously carried to accept the Real Estate Recovery Fund financial report for the period ending June 30, 2023.

Condominium Review Committee

Budget and Finance Report – Condominium Education Trust Fund, June 30, 2023

Commissioner La Costa questioned the program "Condominium Specialist of the Day" included in the budget report. Executive Officer Ino responded that prior to COVID, in conjunction with the Neighbor Island Outreach meetings, the condominium and real estate specialists would set up office at the meeting location to meet and discuss condominium and real estate concerns with interested parties, and to provide informational sessions with RICO investigators, if requested.

Commissioner Abe questioned the decrease in the Condo Bulletin and Mediation/Arbitration programs. Specialist Choy responded that we spent less than budgeted for those programs. SEO Fujitani also commented that we normally see an excess for the Mediation/Arbitration program since the cap has not been met.

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to accept the Condominium Education Trust Fund financial report for the period ending June 30, 2023.

Education Review Committee

Administrative Issues – Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Ginoza, seconded by Commissioner Kyono, it was voted on and unanimously carried to ratify the following December 15, 2023, Continuing Education Providers and Courses Ratification List:

<u>Registration/Certification</u>	<u>Effective Date</u>
Courses	
“Educating Homebuyers” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Ethics in the Age of Disruption” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Going Green: Elements of an Eco-friendly Home” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Live Webinar: NAR: May the Code Be With You” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“NAR: May the Code Be With You” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Real Estate Safety: Protect Yourself and Your Clients” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Taking the Distress Out of Distressed Properties” (3 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Implicit Bias Awareness and Cultural Competency” (4 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Real Estate Investing: Beyond the Basics” (4 credits/ARELLO) (Colibri Real Estate, LLC)	10/31/2023
“Cybersecurity: Protecting the Real Estate Transaction” (3 credits/ARELLO) (McKissock, LLC)	10/31/2023
“Property Condition Discovery and Disclosure Compliance” (3 credits/ARELLO) (McKissock, LLC)	10/31/2023
“Workforce Housing: Solutions for Homes and Financing” (3 credits/ARELLO) (McKissock, LLC)	10/31/2023
“A Real Estate Agent’s Guide to Title Insurance” (3 credits) (Robin Sagadraca)	11/16/2023
“The Americas and International Real Estate”	11/16/2023

(3 credits/National) (Hawaii Association of REALTORS)

“Bias Override: Overcoming Barriers to Fair Housing” 11/16/2023
(3 credits/National) (Hawaii Association of REALTORS)

“Real Estate Negotiation Expert (RENE)” 11/16/2023
(12 credits/National) (Hawaii Association of REALTORS)

“Seller Representative Specialist (SRS)” 11/16/2023
(12 credits/National) (Hawaii Association of REALTORS)
(6 credits/National) (Hawaii Association of REALTORS).

Course – “Does Your Property Measure Up? Cap Rate vs IRR”; Author/Owner –
Soozi Jones Walker; Provider – Hawaii CCIM Chapter; Course Categories –
Investment; Clock Hours – 3

Commissioner Senter asked about the CCIM SIOR designations for the author/owner Soozi Jones Walker. Commissioner Andrews responded that the CCIM designation stands for Certified Commercial Investment Member and SIOR is the Society of Industrial and Office Realtors. Both are prestigious designations. It was also noted that Ms. Walker has been with CCIM as an instructor since 2003.

Commissioner Senter asked if the 5-minute ice breaker is counted towards instruction time.

Specialist Kekoa responded that the 5-minute ice breaker is related to the subject/content and therefore can be included with the instruction time.

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve the course “Does Your Property Measure Up? Cap Rate vs IRR” as a 3-credit hour continuing education elective course under the course category investment.

Course – “Sub Lease or Buy Out Its About Mitigating Costs”; Author/Owner –
Soozi Jones Walker; Provider – Hawaii CCIM Chapter; Course Categories –
Investment; Clock Hours - 3

Upon a motion by Commissioner La Costa, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the course “Sub Lease or Buy Out Its About Mitigating Costs” as a 3-credit hour continuing education elective course under the course category investment.

Administrative Issues – Prelicensing Education Schools and Instructors Ratification List

Commissioner Andrews disclosed that she knows Ben Eger who is listed on the ratification list as a prelicense instructor and is able to make a fair and unbiased decision.

Upon a motion by Commissioner Ginoza, seconded by Commissioner Andrews, it was voted on and unanimously carried to ratify the following December 15, 2023, Prelicensing Education Schools and Instructors Ratification List:

Registration/Certification Effective Date

Schools

Hawaii Real Estate License School LLC
(Salesperson Curriculum) 11/20/2023

Instructors

Ben Eger 11/20/2023
(Salesperson Curriculum).

Administration of Examinations

Licensing Examination Statistics 11/1/23 – 11/30/23

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates – 11/1/23 – 11/30/23

PSI submitted the monthly school pass/fail rates statistics as requested.

School Summary by Test Category – 11/1/23 – 11/30/23

PSI submitted the monthly school summary by test category statistics as requested.

Budget and Finance Report – Real Estate Education Fund, June 30, 2023

Upon a motion by Commissioner La Costa, seconded by Commissioner Andrews, it was voted on and unanimously carried to accept the Real Estate Education Fund financial report for the period ending June 30, 2023.

Licensing –
Applications:

The Chair informed the Commissioners that the information provided to the Commissioners is related only to the issue that is before the Commission for consideration. The other materials submitted are available for the Commissioners review should they desire to review it. If the applicants have an issue, which is personal in nature, they have the right to request that their application be considered in executive session.

Executive Session:

Upon a motion by Commissioner Ginoza, seconded by Commissioner Love, it was voted on and unanimously carried to enter into executive session, pursuant to section 92-5(a)(1), HRS, "To consider and evaluate personal information relating to individuals applying for professional or vocational licenses cited in section 26-9 or both.", and/or section 92-5(a)(8), HRS, "To deliberate or make a decision upon a matter that requires the consideration of information that must be kept confidential pursuant to a state or federal law, or a court order." and/or section 92-5(a)(4), HRS, "To consult with the board's attorney on questions and issues pertaining to the board's powers, duties, privileges, immunities, and liabilities."

Upon a motion by Commissioner Andrews, seconded by Commissioner Abe, it was voted on and unanimously carried by roll call vote to move out of executive session.

Donald Alexander Catton

After a review of the information provided, Commissioner Ginoza moved to approve the real estate salesperson license for Donald Alexander Cotton. Commissioner Kyono seconded the motion. The motion was voted on and unanimously carried.

Kyle M. Yanagisako

After due consideration of the information and testimony provided by Mr. Yanagisako, Commissioner Abe moved to approve the real estate salesperson restoration application of Kyle M. Yanagisako. Commissioner Emery seconded the motion. The motion was voted on and unanimously carried.

Ann Margret Gosling

After due consideration of the information and testimony provided by Ms. Gosling, Commissioner Ginoza moved to remove the conditions from Ms. Gosling's real estate salesperson license. Commissioner La Costa seconded the motion. The motion was voted on and unanimously carried.

Next Meeting: Friday, January 26, 2024

Physical Location: Real Estate Branch
King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, First Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, the meeting was adjourned at 10:36 a.m.

Reviewed and approved by:

/s/ Miles Ino

Miles Ino
Executive Officer

December 19, 2023

Date

[X] Approved as circulated.
[] Approved with corrections; see minutes of _____ meeting;

MI:tn

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON DECEMBER 15, 2023

<u>Brokers – Individual</u>	<u>Effective Date</u>
Jennifer Lynn Kunimoto aka Jenni Kunimoto	11/01/2023
Glauce Toledo	11/03/2023
Lance Dean Owens	11/06/2023
Tricia C Kim aka Tricia Kim	11/06/2023
Justin Alexander Hill	11/06/2023
Alyssa Aiko Waki aka Alyssa Waki	11/07/2023
Scott Daniel Jordan aka Scott Jordan	11/08/2023
Kit Rollen Carver aka Kit R Carver	11/16/2023
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Khai Hoan Tran aka Khai Tran	11/01/2023
Shinji Kondo	11/01/2023
Ryosuke Hirayama aka Ryo Hirayama	11/01/2023
Kalena K W Preus aka Kalena Preus	11/01/2023
Vaughn Shigeru Kelii aka Vaughn S Kelii	11/02/2023
Kimberly Nowell Johnston	11/02/2023
Autumn Sky Hancock	11/03/2023
Joy uilani Taetuna-Fautanu aka Joy Taetuna-Fautanu	11/03/2023
Tashanna Okami	11/06/2023
Ji Weon Stritzel aka Stacy Stritzel	11/06/2023
Anthony D Fagundes aka Anthony Fagundes	11/06/2023
Sarah Matthews	11/06/2023
Pamela Jean Spanko aka Pamela Spanko	11/06/2023
Shannon Rene Moe aka Shannon R Moe	11/06/2023
Rebeca Cietto Dos Santos	11/06/2023
Anthony Jacoby Hammes aka Anthony Hammes	11/06/2023
Corey C Simon	11/06/2023
Brandon Settecase	11/06/2023
Kathleen B Chin	11/06/2023
Ryan Joseph McNally	11/07/2023
Cole Zachary Cabrera aka Cole Cabrera	11/07/2023
Brian Montes	11/07/2023

Carla Rachel Scott aka Carla Scott	11/07/2023
Brian Phillip Webb aka Brian Webb	11/07/2023
Terri Ann Chase aka Terri Chase	11/09/2023
Kyle Brent Dickamore aka Kyle Dickamore	11/13/2023
Yungi Jung	11/13/2023
Heather Ann Wells	11/13/2023
James Edward Carey aka James Carey	11/13/2023
Abby Lauren Drzymalla aka Abby Drzymalla	11/13/2023
Katharine Elizabeth Hawley aka Kathy Hawley	11/13/2023
Julie A Hegwood aka Julie Hegwood	11/13/2023
Mark Janes	11/13/2023
Stephen James Rickvalsky	11/14/2023
Angelika Graumann	11/15/2023
Michelle Marie Biete aka Michelle Biete	11/15/2023
Anaya M Kanoe aka Anaya Kanoe	11/15/2023
Ali H London aka Ali London	11/17/2023
Marcus Dennard Gamble aka Marcus Gamble	11/20/2023
John Ngoc Lai aka John Lai	11/20/2023
Wendy Jensen Motyka aka Wendy Motyka	11/20/2023
Brittani Ann Pajinag aka Brittani Pajinag	11/20/2023
Lerina Renee Brewer	11/22/2023
Kandace M L Eubank aka Kandace Eubank	11/22/2023
Sejal Jayantilal Megill aka Sejal Megill	11/22/2023
Kathleen Mae Calimlim Sese aka Kathleen Mae Sese	11/24/2023
Leiana F Ducusin	11/24/2023
Elizabeth Jane Sanders aka Elizabeth Sanders	11/24/2023
Daniel Matthew John Hodgman aka Daniel M J Hodgman	11/27/2023
Mary Charlene Nishida aka Charlene Nishida	11/27/2023
Shelby Lynn Contreras	11/28/2023
Victor Antonio Contreras aka Victor Contreras	11/28/2023
Arman Kai Kinard	11/28/2023

Melissa V Rizzolo	01/01/2024
Janice Pelen Whittaker aka Janice Whittaker	01/01/2024
Jessica C Wood aka Jessica Wood	01/01/2024

Brokers – Corporations and Partnerships

HB Real Estate Services Inc Anthony Giglio, PB	<u>Effective Date</u> 08/10/2023
Rainbows and Homes Inc Alex Hand, PB	11/20/2023

Brokers – Limited Liability Company (LLC)

Hawaii Ranch & Home LLC Dana A Asis, PB	<u>Effective Date</u> 10/24/2023
Maui Vacations Rentals LLC Dahlia V Galbreath	10/30/2023
Hilo Realty LLC Marianne Saragosa, PB	10/31/2023
MG Hawaii Realty LLC Maribeth George, PB	11/21/2023

Legal Name Change (Individual)

Thin Thin Swe nka Julia Tan fka Thin Thin Swe	<u>Effective Date</u> 10/31/2023
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Educational Equivalency Certificate

Traci Noele Stevens	<u>Expiration Date</u> 11/02/2025
Cory Christopher Brannon	11/06/2025
Adam Edward Huss	11/07/2025
Olivia DeHart	11/08/2025
Sergio Monteiro Rosa Cruz	11/08/2025
Kinja Jamal Dixon	11/09/2025
Christopher Robert Stjernholm	11/16/2025
Roman Thomas Bruno	11/20/2025
Joseph Edward Czapkowicz	11/20/2025
Wendy M Merkovitz	11/22/2025
Carmela Isobel Dawson	11/24/2025
Takeshi Kida	11/27/2025
Spencer Schmerling	11/27/2025
Maranda Lu Moore	11/27/2025
Francine E Crawford	11/28/2025
Edward Ozeruga	11/29/2025
Kimberlee Uson Carlton	11/30/2025
Tarah Jean Mason	11/30/2025

Equivalency to Uniform Section of Examination Certificate

Traci Noele Stevens	<u>Expiration Date</u> 11/02/2025
Cory Christopher Brannon	11/06/2025
Adam Edward Huss	11/07/2025
Olivia DeHart	11/08/2025
Sergio Monteiro Rosa Cruz	11/08/2025
Kinja Jamal Dixon	11/09/2025

Christopher Robert Stjernholm	11/16/2025
Roman Thomas Bruno	11/20/2025
Joseph Edward Czapkowicz	11/20/2025
Wendy M Merkovitz	11/22/2025
Carmela Isobel Dawson	11/24/2025
Takeshi Kida	11/27/2025
Maranda Lu Moore	11/27/2025
Francine E Crawford	11/28/2025
Edward Ozeruga	11/29/2025
Tarah Jean Mason	11/30/2025

Real Estate Broker Experience Certificate

Expiration Date

Traci Noele Stevens	11/02/2025
Adam Edward Huss	11/07/2025
Jinny De Guzman Cloward	11/08/2025
Christopher Robert Stjernholm	11/16/2025
Scott Douglas Young	11/20/2025
Wendy M Merkovitz	11/22/2025
Vivian Tobias	11/24/2025
Takeshi Kida	11/27/2025
Maranda Lu Moore	11/27/2025
Ella Mae Montrie	11/28/2025
Luie Wong	11/28/2025
Laurie Keiko Higashi	11/28/2025
Todd Nathan Hadley	11/29/2025
Jeffrey Michael Newton	11/29/2025
Edward Ozeruga	11/29/2025