

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: November 22, 2024

Time: 9:00 am

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

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

Neil K. Fujitani, Supervising Executive Officer
Miles Ino, Executive Officer
Kristen Kekoa, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
Kedin Kleinhans, Senior Condominium Specialist
Dathan Choy, Condominium Specialist
Shari Wong, Deputy Attorney General
Colleen Mar, Office Assistant
Joseph Benedict Pagkalinawan, Recording Administrative Assistant

Others: Lei Fukumura, Special Deputy Attorney General
Jill Fukumoto, Poha School of Real Estate LLC
Lee Wang, Poha School of Real Estate LLC
Francisco Xavier Valenzuela

Absent: Derrick Yamane, Chair, Broker/Honolulu Commissioner

Call to Order: Vice Chair Senter called the meeting to order at 9:05 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 was excused from the meeting. Prior notification of his non-attendance was received.

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.

Executive Officer Ino announced the departure of Ahlani K. Quiogue, Licensing Administrator of DCCA's Professional and Vocational Licensing Division ("PVL"), from her position effective December 13, 2024. Ms. Quiogue has been a driving force in PVL for many years. Vice Chair Senter expressed her best wishes.

Additional Distribution

The following materials were distributed prior to the start of the meeting:

- 4. Committees and Program of Work
 - a. Laws & Rules Review Committee
 - 1) Interactive Participation with Organizations – Association of Real Estate License Law Officials (ARELLO) – Report on the 2024 ARELLO Annual Meeting

- 6. Licensing – Applications
 - b. Kyle Kawika Cross

Minutes of Previous Meeting

Upon a motion by Commissioner Kyono, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the minutes of the October 25, 2024 meeting.

Committees and
Program of Work:

Laws & Rules Review Committee

Interactive Participation with Organizations – Association of Real Estate License Law Officials (ARELLO) – Report on the 2024 ARELLO Annual Meeting

The Commission acknowledged receipt of the ARELLO 2024 Annual Meeting report.

Education Review Committee

Continuing Education Administration, Curriculum, Courses, Provider, and Instructors

Administrative Issues – Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner La Costa, seconded by Commissioner Andrews, it was voted on and unanimously carried to approve the Continuing Education Providers and Courses Ratification List:

<u>Registration/Certification</u>	<u>Effective Date</u>
Providers REMI School of Real Estate	01/01/2025

Courses

Basics of Condo Governance, Owner's Rights, Dispute Resolution & Document Production (3 credits) (Richard Emery)	01/01/2025
Understanding Condo Financial Information (3 credits) (Richard Emery)	01/01/2025
"1031 Exchange for Real Estate Practitioners" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"About Fair Housing for Real Estate Practitioners" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Applied Ethics in Practice: Case Studies" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Basic Steps to Analyze Investment Property" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"BPO and CMA: How to Value Residential Property" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Code of Ethics: Pathways to Professionalism" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Listing and Buyer Representation Agreements" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Policies to Reduce Risk" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Property Management Essentials" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Real Estate Math Made Easy" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Social Media Technology and Advertising Rules" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Understanding Green Homes" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Using Home Inspections to Protect Your Clients" (3 credits/ARELLO) (David Catanzaro)	01/01/2025
"Social Media for Real Estate Practitioners: What's New" (4 credits/ARELLO) (David Catanzaro)	01/01/2025

Prelicensing Education Administration, Curriculum, Schools, and Instructors

Administrative Issues – Prelicensing Education Schools and Instructors Ratification List

Upon a motion by Commissioner Andrews, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the Prelicensing Education Schools and Instructors Ratification List:

<u>Registration/Certification</u>	<u>Effective Date</u>
Schools	
Hawaii Real Estate License School HRELS LLC	01/01/2025
REMI School of Real Estate	01/01/2025
Instructors	
Savannah Scott	01/01/2025
David Catanzaro	01/01/2025
Ben Eger	01/01/2025

Application – Prelicense Education School – Poha School of Real Estate LLC; Principal – Jill Fukumoto; Salesperson and Broker Curriculum – Live-Classroom and Live-Webinar

Ms. Jill Fukumoto summarized that Poha School of Real Estate LLC is currently a Commission-approved continuing education provider and would now like to become a prelicense education school. Ms. Fukumoto stated that Poha School of Real Estate would offer prelicensing classes in both the live-classroom and live-webinar formats. Ms. Fukumoto also explained that the instructor, Mr. Lee Wang, has 6 years of experience teaching with the Honolulu Board of REALTORS®.

Commissioner La Costa stressed the importance of the inclusion of the code of ethics in the prelicensing courses. Mr. Wang responded that the planned prelicensing courses would briefly touch the code of ethics, and that he would expand on the topic. Commissioner La Costa also requested the courses include signage requirements when discussing marketing. Mr. Wang replied that such requirements will be incorporated.

Commissioner Andrews raised concerns regarding the course noting outdated information within the course. Mr. Wang responded, asserting that the information used for materials are gathered from a real estate book as reference, and that they also added information taken from the Real Estate Branch website as part of their course material. Commissioner Andrews requested Poha School of Real Estate review its courses and material to ensure they are accurate and up to date. Vice Chair Senter reiterated Commissioner Andrews' request.

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted on and unanimously carried to defer the decision to the application "Prelicense Education School – Poha School of Real Estate LLC; Principal – Jill Fukumoto; Salesperson and Broker Curriculum – Live-Classroom and Live-Webinar" until the Commission was presented with updated courses and material.

Administration of Examinations

Licensing Examination Statistics 10/1/24 – 10/31/24

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates 10/1/24 – 10/31/24

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

School Summary by Test Category 10/1/24 – 10/31/24

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

Licensing –
Ratification

Licensing and Registration - Ratification

Upon a motion by Commissioner Andrews, seconded by Commissioner Love, it was voted on and unanimously approved to ratify the November 22, 2024 Approved Applications List.

Licensing –
Applications:

The Vice 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.

Francisco Xavier Valenzuela

Mr. Valenzuela was present and was asked if he wished to have his request considered in executive session. Mr. Valenzuela accepted the offer.

Executive Session:

Upon a motion by Commissioner Love, seconded by Commissioner Abe, it was voted on an 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 La Costa, it was voted on and unanimously carried to move out of executive session.

Licensing –
Applications

La Troya T. Payne

Upon a motion by Commissioner Andrews, seconded by Commissioner Kyono, it was voted on and unanimously carried to most likely approve the real estate salesperson application of La Troya T. Payne.

Kyle Kawika Cross

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted on and unanimously carried to most likely deny the real estate salesperson application of Kyle Kawika Cross.

Francisco Xavier Valenzuela

Upon a motion by Commissioner Andrews, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the real estate salesperson application of Francisco Xavier Valenzuela.

Brian C. Laubert

Upon a motion by Commissioner Andrews, seconded by Commissioner Abe, it was voted on and unanimously carried to most likely approve the real estate salesperson application of Brian C. Laubert.

Delegation to Staff

Request for staff delegation incorporating previously approved delegations on matters relating to “YES” answers on renewal applications

Executive Officer Ino explained that the request consolidates all previous delegations pertaining to “YES” answers on renewal applications, incorporating the revised renewal questions adapted by DCCA’s Professional and Vocational Licensing Division.

Upon a motion by Commissioner La Costa, seconded by Commissioner Andrews, it was voted on and unanimously carried to approve the request for delegation consolidating previously approved delegations on matters relating to “YES” answers on renewal applications.

Chapter 91, HRS,
Adjudicatory Matters

Vice Chair Senter called for a recess from the meeting at 9:44 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

In the Matter of the Real Estate Salesperson’s License of Alexa L. Ropp: REC 2024-264-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order

Upon a motion by Commissioner Abe, seconded by Commissioner Kyono, it was voted on and carried unanimously to accept the settlement agreement.

In the Matter of the Real Estate Broker License of Pahio Vacation Ownership, Inc.: REC-2020-189-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order

Upon a motion by Commissioner La Costa, seconded by Commissioner Andrews, it was voted on to defer decision on settlement agreement until additional information from DCCA’s Regulated Industries Complaints Office (“RICO”) is received. Vice Chair Senter and Commissioners La Costa and Andrews voted aye. Commissioners Abe, Emery, Kyono, and Love voted nay. The motion did not pass.

Upon a motion by Commissioner Emery, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the settlement agreement.

Following the Commission’s review, deliberation, and decision in this matter, pursuant to Chapter 91, HRS, Vice Chair Senter announced that the Commission was reconvening its scheduled meeting at 9:58 a.m.

Next Meeting: Wednesday, December 18, 2024, 9:00 a.m.

Physical Location: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii 96813

Adjournment: With no further business to discuss, the meeting was adjourned at 9:59 a.m.

Reviewed and approved by:

/s/ Miles Ino

Miles Ino
Executive Officer

11/26/2024

Date

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

MI:jp

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON NOVEMBER 22, 2024

<u>Brokers – Individual</u>	<u>Effective Date</u>
Alon Yonatan	08/24/2023
John KRP Kruse aka Kepa Kruse	10/07/2024
Kenn Kalani Kiyoshi Asato	10/09/2024
Alex Everest	10/11/2024
Lawrence Edward Roy III aka Larry Roy	10/15/2024
Courtney Lynn Williams aka Courtney L Williams	10/15/2024
Etienne Francois Handman aka Etienne Handman	10/21/2024
Robert Girard Jetton	11/01/2024
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Chelsea Reeves Blandford Kurtz aka Chelsea Kurtz	07/26/2024
Scott Gregory Gerry	09/17/2024
Vincent William Bagala III	10/04/2024
Zachary David Jones aka Zachary Jones	10/07/2024
Tina Cunningham Page aka Tina Page	10/07/2024
Juli Ann Niemeyer aka Juli Niemeyer	10/07/2024
Rachel Ann Valdez	10/07/2024
Tatiana Hodapp	10/07/2024
Bret Oshiro	10/07/2024
Jennifer Ann Brancieri	10/08/2024
Rasquel Leinani Featheran Kakalia aka Rasquel Featheran-Kakalia	10/08/2024
Edward Cheong	10/09/2024
Lovely Musngi Angel aka Lovely Angel	10/09/2024
Francis Stephen Watters	10/09/2024
Shavon Noelani Aluli aka Shavon Aluli	10/09/2024
Maximilian Larson Weckel	10/09/2024
Liwei Yue aka Linda Yue	10/11/2024
Jennifer Seigal aka Jennifer Lynn Seigal	10/15/2024
Asia Paulette Robson Williams aka Asia Williams	10/15/2024
Alejandro Gutierrez aka Alex Gutierrez	10/15/2024
Myra Gale Hammonds	10/16/2024
Joshua Michael Parker aka Joshua Parker	10/17/2024

James Patrick Noel	10/17/2024
Melanie Trox	10/18/2024
James Thomas Cashman aka James Cashman	10/18/2024
James Hager Snelling aka James H Snelling	10/21/2024
Natalya V Popova aka Natalya Popova	10/21/2024
Benjamin David Carlisle Hartiens aka Benjamin Hartiens	10/22/2024
Elijah Tate Mills aka Tate Mills	10/22/2024
Kira Dolores Caterina aka Kira Caterina	10/23/2024
Zachary Blade Alvarez aka Blade Alvarez	10/23/2024
Ryan Wayne Zordani aka Ryan Zordani	10/23/2024
Katherine Vanessa Atkerson aka Katherine Atkerson	10/24/2024
Hayleigh J Alexander	10/24/2024
Raphael Luivan Ventura De Oliveira aka Raphael De Oliveira	10/24/2024
Scott Allen Nagel aka Scott Nagel	10/25/2024
Haley Gail Chan aka Haley Chan	10/25/2024
Joshua Francis Ko	10/28/2024
Quest Ozara Winkle aka Quest Winkle	10/28/2024
Seth Michael Duvall aka Seth Duvall	10/28/2024
Boon Pin Koh aka Boon Koh	10/28/2024
April Ruby Rogers aka April Rogers	10/28/2024
Blair Townley Keiter	10/29/2024
Melanie Lehua Brokaw aka Melanie Brokaw	10/29/2024
Lorenzo William Romano	10/30/2024
Frank Morales	10/31/2024
Scot Paul Stewart	10/31/2024
Kinsey Ash Sage aka Kinsey Sage	11/01/2024
Ronald Eugene Kino Ikaika Heater aka Ronald Heater	11/01/2024
Izumi Tokikazu	11/01/2024
Tysen Kaulana Oyama aka Tysen Oyama	11/04/2024
Paula Noelani Simeona	11/04/2024
Zachary John Foreman	11/06/2024
Megan Lee Franks	11/06/2024

Natalie Irene Norton 11/07/2024
aka Natalie Norton

Brokers – Corporations and Partnerships Effective Date
Broker of Record Solutions Inc 10/11/2024
Alex Everest, PB

Brokers – Limited Liability Company (LLC) Effective Date
Kohala Partners Hawaii LLC 10/10/2024
dba Kohala Partners Hawaii
Scott Eric Garmon, PB

Island Dragonfly LLC 10/14/2024
dba Island Dragonfly
Ho Yin Wong, PB

Kuleana Realty LLC 10/31/2024
Daniel Erickson, PB

Branch Office Effective Date
Discovery Makena Realty LLC - Princeville 10/07/2024
Discovery Makena Realty LLC - Honolulu 10/21/2024

Trade Name Effective Date
Montage Realty LLC 11/01/2024
aka Montage Realty

Legal Name Change (Individual) Effective Date
Karlee Malia Martin 09/17/2024
nka Karlee Malia-Martin Perry
fka Karlee Malia Martin

Evgeny Nikishkin 10/16/2024
nka Jeff Fiorelli
fka Evgeny Nikishkin

Jyoti Suzanne Young 10/21/2024
nka Jyoti Suzanne Young Graziano
fka Jyoti Suzanne Young

Crislyn Miki Hashimoto 10/21/2024
nka Crislyn Miki Hashimoto-Marzan
fka Crislyn Miki Hashimoto

Samantha Wilson 10/23/2024
nka Samantha Jan Bittner Wilson
fka Samantha Wilson

Keiko Yamagishi 10/28/2024
nka Keiko Yamagishi Shinohara
fka Keiko Yamagishi

Elisa K Audo-Beliov 10/29/2024
nka Elisa Kristina Audo
fka Elisa K Audo-Beliov

License Name Change (Individual) Effective Date
Karen E Riley 09/25/2024
nka Karen Riley
fka Karen Busekrus

Melinda Georgina Welch-Momoki aka Melinda Welch-Momoki fka Melinda Georgina Welch-Momoki	10/09/2024
Rosannie Quinones aka Rosani Quinones fka Rosannie Quinones	10/10/2024
Jyoti Suzanne Young nka Jyoti Graziano fka Jyoti Suzanne Young	10/21/2024
Elisa Kristina Audo aka Elisa Joy Audo	10/29/2024
Brittany V Fee aka Brittany Fee	10/30/2024

Educational Equivalency Certificate

Expiration Date

Kuualoha Taylor	10/10/2026
Richelle Mary Thomson	10/14/2026
Gerard Joseph Kelly	10/17/2026
Le My Doan	10/17/2026
Joseph Kane Maza	10/17/2026
Abraham Alvarado	10/18/2026
Zachary Drean	10/18/2026
Lori Ann Sanchez	10/22/2026
Joseph Samuel Ramos	10/30/2026
Alexander Robby Barney	10/30/2026
James Thurston Purvis II	10/30/2026
Robert B Wellman	10/31/2026
Teisa Auvaa	10/31/2026
Chandra Leialoha Lucariello	11/05/2026

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Kuualoha Taylor	10/10/2026
Bryston Craig Likeke Louis	10/15/2026
Gerard Joseph Kelly	10/17/2026
Le My Doan	10/17/2026
Joseph Kane Maza	10/17/2026
Zachary Drean	10/18/2026
Lori Ann Sanchez	10/22/2026
Joseph Samuel Ramos	10/30/2026
Alexander Robby Barney	10/30/2026
James Thurston Purvis II	10/30/2026
Teisa Auvaa	10/31/2026
Jody Lehua Kaulukukui	11/06/2026

Real Estate Broker Experience Certificate

Expiration Date

Richelle Mary Thomson	10/14/2026
Takako Friend	10/14/2026
Anne Marie Schag	10/15/2026
Gerard Joseph Kelly	10/17/2026
Joseph Kane Maza	10/17/2026
Andrea A Demello	10/18/2026
Charelle L N Zimnicki	10/22/2026
Lori Ann Sanchez	10/22/2026

Albert S Kurisu	10/24/2026
Tracy Richards Manhan	10/28/2026
Sheryl Ann S Kochi	10/29/2026
Josephine Agbayani Alonso	10/30/2026
Xiaoyan Su	11/06/2026

Continuing Education Equivalency

William Cittadino	<u>Effective Date</u> 10/22/2024
Jovana Stepanovic	10/22/2024
Kristi Cotton	10/25/2024
Shu Yen Cynthia Hsieh	11/04/2024

Condominium Hotel Operator
North Shore Ocean Villas LLC

Effective Date
10/11/2024