

**REAL ESTATE COMMISSION MEETING**  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://www.hawaii.gov/hirec)

**AGENDA**

Date: Friday, January 24, 2025  
Time: 9:00 a.m.  
Place: Queen Liliuokalani Conference Room  
King Kalakaua Building  
335 Merchant Street, First Floor  
Honolulu, Hawaii

Agenda: Posted on the State electronic calendar as required by HRS section 92-7(b).

If you wish to submit written testimony on any agenda item, please email your testimony to [hirec@dcca.hawaii.gov](mailto:hirec@dcca.hawaii.gov) or by hard copy mail to: Attn: Real Estate Commission, 335 Merchant Street, Room 333, Honolulu, HI 96813. We request submission of testimony at least 24 hours prior to the meeting to ensure that it can be distributed to the Board members.

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.

1. Call to Order, Public Notice, Quorum
2. Chair's Report
3. Executive Officer's Report
  - a. Announcements  
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 any 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.
  - b. Introductions, Correspondence and Additional Distributions
  - c. Minutes of Previous Meeting – December 18, 2024
4. Committees and Program of Work
  - a. Education Review Committee
    - 1) Continuing Education Administration, Curriculum, Courses, and Providers
      - a) Administrative Issues – Continuing Education Providers and Courses Ratification List

If you need an auxiliary aid/service or other accommodation due to a disability, contact Miles Ino, Executive Officer, at (808) 586-2643 or at [hirec@dcca.hawaii.gov](mailto:hirec@dcca.hawaii.gov), as soon as possible, preferably within two (2) business days of the meeting. If a response is received after that date, we will try to obtain the auxiliary aid/service or accommodation, but we cannot guarantee that the request will be fulfilled. Upon request, this notice is available in alternate formats such as large print, Braille, or electronic copy.

Real Estate Commission Meeting Agenda

January 24, 2025

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- b) Course – “A Comprehensive Overview of the IRC 1031 Tax Exchange”; Author/Owner – Julie Bratton/Old Republic Exchange Company; Provider – Abe Lee Seminars; Course Categories – Investment; Other – Taxes; Clock Hours – 3
  - c) Course – “Strategies of Negotiation”; Author/Owner – Lee Wang; Provider – Poha School of Real Estate; Course Categories – Dispute Resolution, Risk Management; Clock Hours – 6
  - d) Course – “It’s a Jungle Out There – Navigating Your Way Through Service, Support, Therapy & Assistance Animals”; Author/Owner – Everett Kaneshige; Provider - REALTORS® Association of Maui; Course Categories – Real Estate Law, Property Management, Risk Management; Clock Hours – 3
  - e) Continuing Education Core Course 2025-2026 – Request for Quotes (RFQ) – quotes received
- 2) Prelicensing Education Administration, Curriculum, Schools, Instructors
  - a) Administrative Issues – Prelicensing Education Schools and Instructors Ratification List
  - b) Application – Prelicense Education School – Poha School of Real Estate LLC; Principal – Jill Fukumoto; Salesperson and Broker Curriculum – Live-Classroom and Live-Webinar
- 3) Administration of Examinations
  - a) Licensing Examination Statistics 12/1/24 – 12/31/24
  - b) School Pass/Fail Rates 12/1/24 – 12/31/24
  - c) School Summary by Test Category 12/1/24 – 12/31/24
- 5. Licensing and Registration – Ratification (see attached)
- 6. Licensing – Applications
  - a. Erminia T.P. Frias
  - b. Jennifer Ann Renfro – Request for Reconsideration and removal of conditions
- 7. Chapter 91, Hawaii Revised Statutes, Adjudicatory Matters
  - a. In the Matter of the Real Estate Salesperson’s License of Grace O. Chiu: REC 2023-375-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Board’s Final Order
  - b. In the Matter of the Real Estate Broker’s License of Ciara N. Quam: REC 2024-302-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Board’s Final Order
  - c. In the Matter of the Real Estate Salesperson’s License of Stanford K. Lanius: REC 2024-146-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order
  - d. In the Matter of the Real Estate Salesperson’s License of Gavin M. Ishikawa: REC 2024-400-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order

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8. Next Meeting: Friday, February 28, 2025, 9:00 a.m.  
Queen Liliuokalani Conference Room  
King Kalakaua Building  
335 Merchant Street, First Floor  
Honolulu, Hawaii
9. Adjournment

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**CONTINUING EDUCATION PROVIDERS AND COURSES  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**JANUARY 24, 2025**

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<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Providers</b>	
Carol Ball School of Real Estate	01/01/2025
Poha School of Real Estate	01/01/2025
Servpro Industries LLC	01/01/2025
Systems Effect LLC, dba Training Cove	01/01/2025
Real Estate School Hawaii LLC	01/01/2025
Coldwell Banker Pacific Properties Real Estate School	01/01/2025
Hawaii First Realty LLC	01/01/2025
Preferred Systems, Inc.	01/01/2025
The CE Shop, LLC	01/01/2025
Honolulu Board of Realtors	01/01/2025
Abe Lee Seminars	01/01/2025
Building Industry Association of Hawaii	01/01/2025
Eddie Flores Real Estate Continuing Education	01/01/2025
ExceedCE	01/01/2025
Hawaii CCIM Chapter	01/01/2025
InterNACHI	01/01/2025
Scott Alan Bly School of Real Estate LLC, dba Bly School of Real Estate	01/01/2025
West Hawaii Association of REALTORS	
<b>Courses</b>	
AI Powered Real Estate Professionals (7 credits) (Hawaii Association of REAL TORS/National)	01/01/2025
"Performance Leadership - Coach, Manage & Mentor" (6 credits) (Hawaii Association of REAL TORS/National)	01/01/2025
"Show Me the Money! Compensation Planning" (6 credits) (Hawaii Association of REALTORS/National)	01/01/2025
"Strategies of Finance: Know the Borrower" (3 credits) (Hawaii Association of REAL TORS)	01/01/2025
"Strategies of Finance: Loan Choices" (3 credits) (Hawaii Association of REAL TORS)	01/01/2025

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"Strategies of Listing: Establishing Market Value (CMA)" (3 credits) (Hawaii Association of REALTORS)	01/01/2025
"Strategies of Listing: Exclusive Right to Sell Listing Contract" (3 credits) (Hawaii Association of REALTORS)	01/01/2025
"Strategies of Listing: Getting the Listing" (3 credits) (Hawaii Association of REALTORS)	01/01/2025
"Strategies of the Buyer Representation Contract" (3 credits) (Hawaii Association of REALTORS)	01/01/2025
"Broker Awareness, Part 1" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Broker Awareness Part 2: So You Want to be a PB or BIC?" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Condominium and Planned Communities" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"From Contract to Closing" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Legal Issues" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Property Management & Landlord/Tenant" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Representation, Practical Ethics & Fair Housing" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Residential Tax Rules, 1031 Exchange, and Foreign Investors" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Run Your Business Like a Business" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Strategies of the Purchase Contract" (6 credits) (Hawaii Association of REALTORS)	01/01/2025
"Art of Marketing a Listing" (3 credits) (Poha School of Real Estate)	01/01/2025

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"AI and the Modern Hawaii Agent" (3 credits) (Poha School of Real Estate)	01/01/2025
"Understanding Mold in the Restoration Industry" (3 credits) (Servpro Industries, LLC)	01/01/2025
"Contracts and Listing Agreements in Hawaii" (3 credits) (David Catanzaro)	01/01/2025
"Landlord Tenant Code in Hawaii" (3 credits) (David Catanzaro)	01/01/2025
"Advanced Buyer Agency Strategies and Negotiations" (3 credits) (McKissock/ARELLO)	01/01/2025
"Foundations of Buyer Agency Excellence" (3 credits) (McKissock/ARELLO)	01/01/2025
"Advanced Concepts for Today's Senior Homeowners" (3 credits) (Shari S. Motooka-Higa)	01/01/2025
"Advanced Real Estate Tax Strategies for Investors" (3 credits) (Shari S. Motooka-Higa)	01/01/2025
"Rehab Loans Made Easy" (3 credits) (Shari S. Motooka-Higa)	01/01/2025
"AI & ChatGPT in Real Estate" (4 credits) (Shari S. Motooka-Higa)	01/01/2025
"Blockchain, Crypto and Real Estate" (5 credits) (Shari S. Motooka-Higa)	01/01/2025
"Antitrust Concerns in Real Estate" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Building Green, Building Smart" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Clarifying the Code of Ethics" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Contracts, Short Sales and Foreclosures" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025

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"Drugs, Disasters and Other Disclosures" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Emotional Support Animals" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Environmental Hazards and Disclosure" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Fair Housing for Real Estate Professionals" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Introduction to Real Property Appraisal" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Negotiation Strategies for Real Estate" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Real Estate in the Age of Technology" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Real Estate Investing" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Risk Management" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Staying Safe in Real Estate" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Why Does it Matter Who I Represent?" (3 credits) (Systems Effect LLC, dba Training Cove)	01/01/2025
"Advanced Buyer Agency Strategies and Negotiations" (3 credits) (Colibri Real Estate, LLC)	01/01/2025
"Foundations of Buyer Agency Excellence" (3 credits) (Colibri Real Estate, LLC)	01/01/2025
"What Are You Worth? Your Value Proposition" (3 credits) (Trudy Nishihara)	01/01/2025
"Restorative Drying for Water Damage" (4 credits) (Servpro Industries LLC)	01/01/2025

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"CI 101 Financial Analysis for Commercial Investment Real Estate" (12 credits) (Hawaii CCIM Chapter/National)	01/01/2025
"CI 102 Market Analysis for Commercial Investment Real Estate" (12 credits) (Hawaii CCIM Chapter/National)	01/01/2025
"CI 103 User Decision Analysis for Commercial Investment Real Estate" (12 credits) (Hawaii CCIM Chapter/National)	01/01/2025
"CI 104 Investment Analysis for Commercial Investment Real Estate" (12 credits) (Hawaii CCIM Chapter/National)	01/01/2025
"Commercial Real Estate Negotiations" (7 credits) (Hawaii CCIM Chapter/National)	01/01/2025
"Advocating for Short Sales Clients" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Did You Serve? Identifying Homebuying Advantages for Veterans" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Diversity: Your Kaleidoscope of Clients" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Fair Share: Protecting Consumers and Your Business from Unfair Practices" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"First-Time Homebuyers: A Niche to Grow On" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Growing Green: Environmental Awareness and Your Real Estate Practice" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Keeping it Honest: Understanding Real Estate and Mortgage Fraud" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Marketing, Advertising, and Social Media Compliance" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Personal Safety" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Preparing a Market Analysis - Best Practices" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025

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"Residential Property Management Essentials" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Roadmap to Success: Business Planning for Real Estate Professionals" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Section 1031 Tax Deferred Exchanges" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Serving the Unique Needs of the Senior Market" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Sex and Real Estate: Sexual Harassment, Sexual Discrimination, and Fair Housing" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Technology Tools, Trends, and Risk Management" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"The Fundamentals of Commercial Real Estate" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Using the Code to Solve Ethical Dilemmas" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Working with Real Estate Investors: Understanding Investor Strategies" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Check Your Bias and Fair Housing Practices" (3 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Assistance Animals and Fair Housing" (4 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Document Diligence: Safeguarding Your Transactions" (4 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Ethical Excellence: Raising the Bar" (4 credits) (The CE Shop, LLC/ARELLO)	01/01/2025
"Advocating Purchase Contract Terms For Your Client" (3 credits) (Honolulu Board of Realtors)	01/01/2025
"Honesty and Competency in the Code of Ethics" (3 credits) (Honolulu Board of Realtors)	01/01/2025

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"HOPE: Navigating Affordable Housing Options" (3 credits) (Honolulu Board of Realtors)	01/01/2025
"Property Management Basics" (3 credits) (Honolulu Board of Realtors)	01/01/2025
"Bias Override: Overcoming Barriers to Fair Housing" (3 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Putting REALTOR Safety First: Safety Strategies for the Modern REALTOR" (3 credits) (Honolulu Board of Realtors/National)	01/01/2025
"At Home With Diversity" (6 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Military Relocation Professional Certification Core Course" (6 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Pricing Strategies: Mastering the CMA" (6 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Real Estate Investing: Building Wealth Representing Investors and Becoming One You" (6 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Accredited Buyers Representative Designation Course" (12 credits) (Honolulu Board of Realtors/National)	01/01/2025
"HAR's Green Designation: People, Property, Planet, Prosperity" (12 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Senior's Real Estate Specialist (SRES) Designation Course" (12 credits) (Honolulu Board of Realtors/National)	01/01/2025
"Current Issues: Cooperation, Negotiation, Buyers and Disaster Preparedness" (3 credits) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2025
"Second Home Ownership: Trends, Options and Opportunities" (3 credits) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2025
"Technology Tools, Trends and Risk Management" (3 credits) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2025
"Commercial Leasing Basics" (3 credits) (ExceedCE/ARELLO)	01/01/2025

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"Environmental Issues for Real Estate" (3 credits) (ExceedCE/ARELLO)	01/01/2025
"Issues in Fair Housing" (3 credits) (ExceedCE/ARELLO)	01/01/2025
"Recognizing and Avoiding Discrimination" (3 credits) (ExceedCE/ARELLO)	01/01/2025
"Risk Management for Real Estate" (3 credits) (ExceedCE/ARELLO)	01/01/2025
"The Art of Syndication" (3 credits) (ExceedCE/ARELLO)	01/01/2025
"Investment Real Estate Fundamentals" (4 credits) (ExceedCE/ARELLO)	01/01/2025
"Issues in Real Estate Contract Law" (4 credits) (ExceedCE/ARELLO)	01/01/2025
"Real Estate Supply and Demand Factors" (4 credits) (ExceedCE/ARELLO)	01/01/2025
"Introduction to Commercial Real Estate Sales" (3 credits) (ExceedCE)	01/01/2025
"Home Energy Efficiency for Real Estate Professionals" (4 credits) (InterNACHI/ARELLO)	01/01/2025
"Saving Home Energy for Real Estate Professionals" (3 credits) (InterNACHI/ARELLO)	01/01/2025
"7 Things Successful Agents Do Differently: A Proven Business System" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Building A Team to Grow Your Business" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Converting Leads into Closings" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Creating Listing Abundance" (8 credits) (Residential Real Estate Council/National)	01/01/2025

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"CRS 103 Mastering Your Time to Achieve Your Goals" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Cyber Security: Protecting Your Business and Your Clients" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Digital Marketing: Establishing a Social Media Brand" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Generational Marketing: Innovative Strategies Across All Generations" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Increase Wealth with Rentals and Other Investment Properties" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Mastering Relevant, Consumer-Focused Marketing" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Next Level Negotiations" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Power Up on Smart Home Technologies" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Succeeding in the Luxury Home Market" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Systems Will Set You Free" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Tax Strategies for the Real Estate Professional" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Top of Mind Techniques to Boost Your Brand" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Transforming Difficult Situations into Profitable Deals" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Turning New Homes into Ongoing Revenue" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Win-Win Negotiation Techniques" (8 credits) (Residential Real Estate Council/National)	01/01/2025

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"Zero to 60 Home Sales A Year (and Beyond)" (8 credits) (Residential Real Estate Council/National)	01/01/2025
"Silver Bullet Solutions: Helping Buyers Buy and Sellers Sell" (7 credits) (Residential Real Estate Council/National)	01/01/2025
"Succession Planning: Building, Valuing, and Selling Your Business" (6 credits) (Residential Real Estate Council/National)	01/01/2025
"Broker Management: Hot Topics in Human Resources Part I" (3 credits) (Bryan Andaya)	01/01/2025
"Commissions in Real Estate: Cooperation or Collusion" (3 credits) (Bryan Andaya)	01/01/2025
"Cyber Security and the Dangers of Technology" (3 credits) (Bryan Andaya)	01/01/2025
"Ka Wai Ola! Our Water, Our Future" (3 credits) (Bryan Andaya)	01/01/2025
"Residential Property Management Update" (3 credits) (Bryan Andaya)	01/01/2025
"Transient Vacation Units and Short-Term Rentals on Oahu: What You Need to Know (3 credits) (Bryan Andaya)	01/01/2025
"Understanding the Economics of Hawaii's Housing Market" (3 credits) (Bryan Andaya)	01/01/2025
"Condominium Governance Refresher: A Survey of Commonly Disputed Issues" (3 credits/online) (Bryan Andaya)	01/01/2025
"Cyber Security and the Dangers of Technology" (3 credits/online) (Bryan Andaya)	01/01/2025
"Disability Discrimination Law Update" (3 credits/online) (Bryan Andaya)	01/01/2025
"Disclosure Issues in Residential Sales" (3 credits/online) (Bryan Andaya)	01/01/2025
"Hawaii Residential Landlord-Tenant Law Review & Update" (3 credits/online) (Bryan Andaya)	01/01/2025

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"Introduction to Commercial Leasing: A Tenant's Perspective" (3 credits/online) (Bryan Andaya)	01/01/2025
"Stay Safe! Personal Security and COVID-19 Best Practices" (3 credits/online) (Bryan Andaya)	01/01/2025
"Transient Vacation Units and Short-Term Rentals on Oahu: What You Need to Know (3 credits/online) (Bryan Andaya)	01/01/2025
"Trusts and Real Estate for Real Estate Professionals: In Trusts We Trust?" (3 credits/online) (Bryan Andaya)	01/01/2025
"Understanding the Economics of Hawaii's Housing Market" (3 credits/online) (Bryan Andaya)	01/01/2025
"Basics of Building" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2025
"Marketing & Communication Strategies for Aging & Accessibility - CAPS I" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2025
"Design/Build Solutions for Aging and Accessibility – CAPS II" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2025
"Details & Solutions for Livable Homes and Aging in Place-CAPS III" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2025
"Identifying Trouble Areas in Residential Building & Permitting" (4 credits) (Building Industry Association of Hawaii/National)	01/01/2025
"Hawaii Real Estate Guide to Reverse Mortgage" (3 credits) (Curtis Mangus)	01/01/2025

**PRELICENSING EDUCATION PROVIDERS AND COURSES  
 RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**JANUARY 24, 2025**

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<u>Registration/Certification</u>	<u>Effective Date</u>
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**Schools**

Excellence in Education, LLC, dba Maui Real Estate School (Salesperson and Broker Curriculum)	01/01/2025
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Grand Vacations Real Estate School (Salesperson Curriculum)	01/01/2025
Carol Ball School of Real Estate (Salesperson and Broker Curriculum)	01/01/2025
Hawaii Institute of Real Estate (Salesperson and Broker Curriculum)	01/01/2025
Mayfield Real Estate, Inc., dba Global Real Estate School (Salesperson and Broker Curriculum)	01/01/2025
Real Estate School Hawaii LLC (Salesperson and Broker Curriculum)	01/01/2025
Coldwell Banker Pacific Properties Real Estate School (Salesperson and Broker Curriculum)	01/01/2025
Vitousek Real Estate School (Salesperson and Broker Curriculum)	01/01/2025
Premier Real Estate LLC dba Premier Real Estate Academy (Salesperson Curriculum)	01/01/2025
The CE Shop LLC (Salesperson and Broker Curriculum)	01/01/2025
Colibri Real Estate LLC (Salesperson Curriculum)	01/01/2025
Wong Way Real Estate Academy (Salesperson Curriculum)	01/01/2025
Abe Lee Seminars (Salesperson Curriculum)	01/01/2025
Scott Alan Bly School of Real Estate LLC, dba Bly School of Real Estate (Salesperson and Broker Curriculum)	01/01/2025
Ralph Foulger's Real Estate School of Hawaii (Salesperson and Broker Curriculum)	01/01/2025
<b>Instructors</b>	
Keone J E Ball (Salesperson and Broker Curriculum)	01/01/2025

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Trudy I Nishihara (Salesperson and Broker Curriculum)	01/01/2025
Sharon Carstens (Salesperson Curriculum)	01/01/2025
Francine Villarmia-Kahawai (Salesperson and Broker Curriculum)	01/01/2025
Aaron Agsalda (Salesperson and Broker Curriculum)	01/01/2025
Jaclyn Kanoelani Williams (Salesperson Curriculum)	01/01/2025
Everett S Kaneshige (Salesperson and Broker Curriculum)	01/01/2025
Diane L Y Fujikami (Salesperson and Broker Curriculum)	01/01/2025
Wayne Y Sadoyama (Salesperson and Broker Curriculum)	01/01/2025
Elliot Lau (Salesperson Curriculum)	01/01/2025
Jennifer Andrews (Salesperson and Broker Curriculum)	01/01/2025
Scott Alan Bly (Salesperson and Broker Curriculum)	01/01/2025
Ralph Foulger (Salesperson and Broker Curriculum)	01/01/2025
Abraham Lee (Salesperson Curriculum)	01/01/2025
Lee Wang (Salesperson and Broker Curriculum)	01/01/2025
Matthew FG Wong (Salesperson Curriculum)	01/01/2025

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APPROVED APPLICATIONS FOR REAL ESTATE  
REAL ESTATE COMMISSION MEETING ON JANUARY 24, 2025

<u>Brokers – Individual</u>	<u>Effective Date</u>
Dominick Alicastro	11/25/2024
Charelle Lucena Zimnicki	12/09/2024
William Kosuke Tanaka aka Will Tanaka	12/12/2024
Richelle Mary Thomson aka Richelle M Thomson	01/01/2025
Kelcie Akiko Pira-Miki	01/01/2025
Elmer Sai Ben Pang aka Elmer S B Pang	01/01/2025
Tasha Evon Akama aka Tasha E Akama	01/01/2025
Josephine Agbayani Alonso	01/01/2025
John K Y Good	01/01/2025
Tomoko Takumi	01/01/2025
Anne Marie Schag	01/01/2025
Jeffrey Michael Newton	01/01/2025
Yoshiko Mori Kaku aka Yoshiko M Kaku	01/01/2025
Magdalena Walaszek Odonnell aka Magdalena Odonnell	01/01/2025
Alexandre Abreu aka Alex Abreu	01/01/2025
Lisa Lindsay Myeni aka Lindsay Myeni	01/01/2025
Jordan Lee Trafton aka Jordan L Trafton	01/01/2025
Raymond K B Kang aka Raymond Kang	01/01/2025
Anne Newberry	01/01/2025
Carrie Michele Frye aka Carrie M Frye	01/01/2025
Meli Kaikamahina King aka Meli King	01/01/2025
Patrick David Harris aka Patrick D Harris	01/01/2025
Maximilian Pono Hagen aka Maximilian Hagen	01/01/2025
Stephane C M J Brahy aka Stephane Brahy	01/01/2025
Marc Roland Shackman	01/01/2025
Ketura Simone Waiki aka Ketura Waiki	01/01/2025

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Barbara M Servello-Knoeppel aka Barbara Servello-Knoeppel	01/01/2025
Jason T Roberts aka Jason Roberts	01/01/2025
Catherine Lee Parsons aka Kit Parsons	01/01/2025
Mariel Haunani Maloof aka Nani Maloof	01/01/2025
Justin Jay Freedhand aka Jay Freedhand	01/01/2025
Mateo Ricardo Manzari	01/01/2025
Marley Rose Taufmann aka Marley R Taufmann	01/01/2025
Christopher C Seavey aka Chris C Seavey	01/02/2025
Bom Nae Lee aka Spring Lee	01/06/2025

<u>Salesperson – Individual</u>	<u>Effective Date</u>
Michael Henry Fallis aka Michael H Fallis	05/01/2024
Hunter Kala'iola Lee aka Hunter Lee	11/13/2024
Heather Cassandra McCall aka Heather McCall	11/18/2024
Carol Marie Porter	11/19/2024
Shogo Takefusa	11/19/2024
Kuualoha Taylor aka Aloha Taylor	11/20/2024
Eleonora Silaeva	11/22/2024
Dawson Tyler West aka Dawson West	11/25/2024
Irena Golska Mones aka Irenka Mones	11/25/2024
Christian Miguel Batoon	11/25/2024
Dana McAdams	12/02/2024
Ashton Bond Goddard aka Ashton Goddard	12/02/2024
Scott T Awaya Jr aka Scott Awaya Jr	12/02/2024
Kyle Micaiah Gregg aka Kyle M Gregg	12/03/2024
Emma Alice Frey aka Emma Frey	12/03/2024
Joseph David Eads	12/04/2024

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Ray Allen Cureton aka Ray Cureton	12/05/2024
Jessieann Farias	12/06/2024
Jessica Lee Hall aka Jessica Hall	12/06/2024
Catherine Louise Campbell aka Catherine L Campbell	12/09/2024
Katie Marie Kittrell	12/10/2024
Lisa Louise Alt aka Lisa L Alt	12/11/2024
Walter William Keen Jr aka Walter W Keen	12/11/2024
Janelle R Dunn aka Janelle Dunn	12/12/2024
Darian Alex Pierce aka Darian A Pierce	12/12/2024
Ryoma Kono	12/13/2024
Voltaire Alconcel Gansit aka Voltaire Gansit	12/19/2024
Russell Allen Schoepf aka Russell Schoepf	12/26/2024
John Charles Hodges aka John C Hodges	01/01/2025
John Kuo	01/01/2025
Shelon Devon Hutchinson	01/01/2025
Jessica Sashane Merth aka Jessica Merth	01/01/2025
Stuart Peter Young	01/01/2025
Annelle Celeste Cantere aka Annelle Cantere	01/01/2025
Frederick Drayton Cochran	01/01/2025
Briana Rynae Friday aka Briana Friday	01/01/2025
Victoria San Juan-Vistro	01/01/2025
Rachel Marie Simmons aka Rachel Simmons	01/01/2025
Bethany E Gingerich aka Bethany Gingerich	01/01/2025
Susana Iries Medios aka Suzy Medios	01/01/2025
David George Rivera aka David Rivera	01/01/2025
Larisa Rose Hull aka Larisa Hull	01/01/2025
Alex Kealoha Stuart Magoon	01/01/2025

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aka Alex Magoon	
Nicole Miye Sugawara	01/01/2025
Ranko Rakocevic	01/01/2025
Raymond Kam Prosek	01/01/2025
aka Raymond Prosek	
Lakia Desare McCollin	01/01/2025
Myrline Guerrier	01/01/2025
Jason Xinfu Lin	01/01/2025
aka Jason X Lin	
Zachary William Morgan Drean	01/01/2025
aka Zachary Drean	
Keoni Monahan	01/01/2025
William Cacay Calumpit	01/01/2025
aka William Calumpit	
Shawn James Sullivan	01/01/2025
aka Shawn Sullivan	
Alexander Camblor	01/01/2025
aka Alex Camblor	
Nainoa Tommy Kekainalu Fierro	01/01/2025
aka Nainoa Fierro	
Cortney Nicole Adams	01/01/2025
Andrew William Snyder	01/01/2025
aka Andrew Snyder	
Anna K Arita	01/01/2025
aka Anna Arita	
Kimberly Keiko Aina	01/01/2025
aka Kimberly K Aina	
Rachel Anne Smith	01/01/2025
aka Rachel Smith	
Malia Lani Prout	01/01/2025
Francis Mancinelli	01/01/2025
Guillermo Bello Piza	01/01/2025
Melemalie Bairos Ke	01/01/2025
John Stephen Galas	01/01/2025
Elizabeth Ann Baird	01/01/2025
aka Liz Baird	
Dixon Paul Kupaianaha Davis	01/01/2025
aka Dixon Davis	
YuTing Shi	01/01/2025
Jehromy H Otterman	01/01/2025
aka Jehromy Otterman	
Christian Patrick Von Schroppel	01/01/2025
aka Christian Schroppel	
Tristan James Cummins	01/01/2025
Casey Dylan Rehrer	01/01/2025

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Mark Merrill	01/01/2025
Nan Xia	01/01/2025
James M K Rosenfeld aka James Rosenfeld	01/01/2025
Christina Marie Salinas	01/01/2025
Christine Michelle Neithercott aka Chrissy Neithercott	01/01/2025
Robert James Acantilado Jr aka Robert J Acantilado Jr	01/01/2025
Konstantinos Theocharidis aka Costas Theocharidis	01/01/2025
Natasha Anderson	01/01/2025
Suzanne Edith Antounian aka Suzanne Antounian	01/01/2025
Chad M Avakian aka Chad Avakian	01/01/2025
James Elias Saigali aka James E Saigali	01/01/2025
William E Anderson	01/01/2025
Courtney Rose Lahm aka Courtney Lahm	01/01/2025
Le My Doan aka Le Doan	01/01/2025
Nicole S Stacey aka Nikki Stacey	01/01/2025
Gabriel J Prieto	01/01/2025
Ty Jacob Marinkov	01/01/2025
Ingrid N Dantas	01/01/2025
Bryan Richard Theiss aka Bryan R Theiss	01/01/2025
Nollie M Long aka Ino Long	01/01/2025
LeeAnna Marie Epperson	01/01/2025
Christina Marie Coronato aka Christina Coronato	01/01/2025
Julie Dolores Sila aka Julie Sila	01/01/2025
Vannia Starlet Valdes aka V Valdes	01/01/2025
Irina Savery	01/01/2025
Geovanni Kai Chavez Pardini	01/01/2025
Francisco Xavier Valenzuela	01/01/2025
Laura Joan Chang aka Jojo Chang	01/01/2025
Rachel Chen	01/01/2025
Angelo Koutsogiannis	01/01/2025

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Minei Tashia Fualaau-Pomroy aka Minei Fualaau-Pomroy	01/01/2025
Luna Shiva Animisha	01/01/2025
Jennifer Marie Hwang aka Jennifer Hwang	01/01/2025
Eliot Ehrler	01/01/2025
Trent Shane Walker	01/01/2025
Emily Garone	01/01/2025
Mia Xochitl Schock aka Mia Schock	01/01/2025
Lisha Zhu	01/01/2025
Rachel H K Makaiwi -Tuiasosopo aka Rachel Makaiwi-Tuiasosopo	01/02/2025
Gregory Steven Bradley aka Greg Bradley	01/02/2025
Scott Arthur Marriott aka Scott A Marriott	01/02/2025
Valerie Ann Hubin	01/02/2025
Kyaw Hein	01/02/2025
Melissa Sue Dawson aka Melissa Dawson	01/02/2025
Sarah Marika Medwell Redican aka Sarah Redican	01/03/2025
Frank Michael Colletti	01/03/2025
Lawrence Thomas Cilento	01/03/2025
Rhonda Dee Ryan McKeague aka Rhonda McKeague	01/06/2025
Kinja Jamal Dixon	01/06/2025
West Cordy Hawthorne aka West C Hawthorne	01/06/2025
Dominique Michelle Unrein aka Dominique Unrein	01/07/2025

Brokers – Corporations and Partnerships

Effective Date

Tomoko Realty Inc Tomoko M Stanyon, PB	01/01/2025
Steel Realty Inc dba Cocolani Realty Breezy Steel, PB	01/01/2025
Pac Wealth Corp Elmer Pang, PB	01/01/2025

Brokers – Limited Liability Company (LLC)

Effective Date

Luxus Hawaii Brokers LLC Sarah Bakewell, PB	11/19/2024
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Alonso Agency LLC Josephine Alonso, PB	01/01/2025
Access Pacific Real Estate LLC Anthony M Huynh, PB	01/01/2025
Shimamoto Real Estate Group LLC Lincoln C Shimamoto, PB	01/01/2025
Claire's Realty LLC Claire Gibo, PB	01/01/2025
Excel Commercial Realty LLC Kynan Pang, PB	01/01/2025
The Ferndale Management Group LLC Alon Yonatan, PB	01/01/2025
Big Island Stays LLC Dawn R Clark, PB	01/01/2025
LPT Realty LLC Pedro M Nicado, PB	01/06/2025

<u>Brokers – Sole Proprietor</u>	<u>Effective Date</u>
Lee Chuan Lin aka Lee Lin	12/10/2024
Guoming Ding aka Jed Ding	12/24/2024
Mark James Hollenbeck	01/01/2025
Kevin Edward Becker	01/01/2025

<u>Branch Office</u>	<u>Effective Date</u>
Compass Hawaii LLC	01/01/2025

<u>Trade Name</u>	<u>Effective Date</u>
Westminster Realty Inc dba Maui Paradise Real Estate	12/02/2024

<u>Legal Name Change (Individual)</u>	<u>Effective Date</u>
Sasha Alissa Burt nka Sasha Alissa Renee Winters fka Sasha Alissa Burt	11/14/2024
Jazmin Jean Torres Roman nka Jazmin Jean Andrade Roman fka Jazmin Jean Torres Roman	11/25/2024
Julie Hwang nka Julie Hwang Thompson fka Julie Hwang	12/03/2024
Elise Y Soetaert nka Elise Yun Choe fka Elise Y Soetaert	12/06/2024

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Heather Cabael Quijano nka Heather Elizaga Cabael fka Heather Cabael Quijano	12/09/2024
Jennie Gallimore Loria nka Jennie Gallimore fka Jennie Gallimore Loria	12/20/2024
Shungcho Hwu nka Peter Hwu fka Shungcho Hwu	12/20/2024
Caitlin Leilani Murphy nka Caitlin Leilani Gorski fka Caitlin Leilani Murphy	01/03/2025

<u>License Name Change (Individual)</u>	<u>Effective Date</u>
Sasha Burt nka Sasha Winters fka Sasha Burt	11/14/2024
Robert Girard Jetton nka Bob Jetton fka Robert Girard Jetton	12/02/2024
Thomas Cho Lee aka Thomas Lee	12/03/2024

<u>Educational Equivalency Certificate</u>	<u>Expiration Date</u>
Jeb Fuller	12/05/2026
Emily Elizabeth Davids	12/06/2026
Brie Ann Kiyoko Kodama	12/06/2026
Bernardo Accetta Sobroza	12/09/2026
Christie Dawn Hayes	12/10/2026
Danny Minseo Choi	12/10/2026
Barry Jene Sonnek	12/11/2026
Myra Kim Kurnow	12/11/2026
Enola Vasilchuk	12/12/2026
Valerie Nicole Wilson	12/12/2026
Lea Manon Lijoi Godfrey	12/12/2026
Ivy Alexandra Brooks-Gherscovici	12/12/2026
Johnny Pat Marasigan Abarra	12/16/2026
Lori Ann Sanchez	12/16/2026
Anthony Albert Hernandez	12/16/2026
Maurice Abner Priest	12/17/2026
Hunter Matthew Tipold	12/17/2026
Firuz Naeimi	12/19/2026
David Saewon Kwon	12/19/2026
Dustin Lee Pippin	12/19/2026
Francesco Giovanni Coluccio	12/19/2026
Robert B Wellman	12/24/2026

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Michael Brady Beyers	12/30/2026
Nikko Makoa Nicholas	12/30/2026
Soane Amaron Corianton Moa	01/02/2027
Diana Barbara Calia	01/03/2027
Dong Mei Fu	01/03/2027
Annette Gee Kim	01/03/2027
Kristen Leanne Tutas	01/08/2027
Renae Nicole Montero Gozza	01/08/2027
Amritraj Singh	01/08/2027
Solomon Ets-Hokin	01/08/2027
James Andrew Watkins	01/08/2027

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Jeb Fuller	12/05/2026
Bernardo Accetta Sobroza	12/09/2026
Christie Dawn Hayes	12/10/2026
Danny Minseo Choi	12/10/2026
Barry Jene Sonnek	12/11/2026
Myra Kim Kurnow	12/11/2026
Lea Manon Lijoi Godfrey	12/12/2026
Ivy Alexandra Brooks-Gherscovici	12/12/2026
Johnny Pat Marasigan Abarra	12/16/2026
Lori Ann Sanchez	12/16/2026
Anthony Albert Hernandez	12/16/2026
Maurice Abner Priest	12/17/2026
Hunter Matthew Tipold	12/17/2026
Dustin Lee Pippin	12/19/2026
Firuz Naeimi	12/19/2026
Robert B Wellman	12/24/2026
Soane Amaron Corianton Moa	01/02/2027
Dong Mei Fu	01/03/2027
Kristen Leanne Tutas	01/08/2027
Renae Nicole Montero Gozza	01/08/2027
Amritraj Singh	01/08/2027
Solomon Ets-Hokin	01/08/2027
James Andrew Watkins	01/08/2027

Real Estate Broker Experience Certificate

Expiration Date

Jeb Fuller	12/05/2026
Liliana Ballesteros	12/09/2026
Evan Blazso Rock	12/09/2026
Yuki Rhys	12/10/2026
Irma A Romero	12/10/2026
Christie Dawn Hayes	12/10/2026
Barry Jene Sonnek	12/11/2026
Myra Kim Kurnow	12/11/2026

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Ivy Alexandra Brooks-Gherscovici	12/12/2026
Maria K Price	12/12/2026
Maurice Abner Priest	12/17/2026
Erin L Ellis	12/23/2026
Daniel Joseph Richards Jr	12/23/2026
Robert B Wellman	12/24/2026
Fujiko Donna Hughes	12/27/2026
Michael Brady Beyers	12/30/2026
Joelle Michie Ishii Jackson	12/31/2026
Mandy Christine Trella	01/02/2027
Silvia Lorena Templeman-Gonzalez	01/02/2027
Jurel Shigemune Shinjo-Mattison	01/02/2027
Stacy Elise Levin	01/02/2027
Richard Oscar Linke Jr	01/02/2027
Chantee Shiroma	01/02/2027
Gina Catherine Guglielmelli	01/03/2027
Katherine Angela Washburn	01/03/2027
Kristen Leanne Tutas	01/08/2027
Solomon Ets-Hokin	01/08/2027

Continuing Education Equivalency

	<u>Effective Date</u>
Alon Yonatan	12/03/2024
Alex Everest	12/05/2024
Elerina Ambrocio	12/06/2024
Dennis Robert Fransen	12/09/2024
Kelly M Byrne	12/11/2024
Gerald Verratti	12/11/2024
D Michael Van Konynenburg	12/12/2024
Crystal Wah-Pik Lui Young	12/12/2024
Sandra M Storm	12/13/2024
Mariko Yoshioka Gillam	12/13/2024
Zhimei Guo	12/17/2024
Kevin Dougherty	12/26/2024

If you need an auxiliary aid/service or other accommodation due to a disability, contact Miles Ino, Executive Officer, at (808) 586-2643 or at [hirec@dcca.hawaii.gov](mailto:hirec@dcca.hawaii.gov), as soon as possible, preferably within two (2) business days of the meeting. If a response is received after that date, we will try to obtain the auxiliary aid/service or accommodation, but we cannot guarantee that the request will be fulfilled. Upon request, this notice is available in alternate formats such as large print, Braille, or electronic copy.