

**REAL ESTATE COMMISSION**  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://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 18, 2024

Time: 9:00 am

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

Present: Derrick Yamane, Chair, Broker/Honolulu Commissioner  
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  
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  
Lorie Sides, Condominium Education Specialist  
Shari Wong, Deputy Attorney General  
Colleen Mar, Office Assistant  
Joseph Benedict Pagkalinawan, Recording Administrative Assistant

Others: Lei Fukumura, Special Deputy Attorney General  
Courtney Hara, Hawaii Association of REALTORS®  
Crystal Bise, Hawaii Association of REALTORS®  
Sean Ginoza  
S. Lew Wang

Absent: P. Denise La Costa, Broker/Maui Commissioner

Call to Order: Chair Yamane called the meeting to order at 9:06 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.

Commissioner La Costa was excused from the meeting. Prior notification of her non-attendance was received.

Executive Officer's  
Report

Executive Officer Ito 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 Andrews, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the minutes of the November 22, 2024, meeting.

Committees and  
Program of Work:

**Condominium Review Committee**

Consumer Education

Honolulu Board of REALTORS® Winter General Membership Meeting – November 22, 2024

Condominium Education Specialist Sides presented that she attended the Honolulu Board of REALTORS® Winter General Membership Meeting on November 22, 2024, to conduct outreach. The Real Estate Branch provided resources and education to attendees.

Commissioner Andrews conveyed an appreciation for Suzanne Young of Honolulu Board of REALTORS®, and commended staff's presence and hard work.

North Shore Neighborhood Board Agricultural Committee Educational Presentation – November 22, 2024

Condominium Specialist Choy informed the Commission that staff was invited by the Vice Chair of the North Shore Neighborhood Board Agricultural Committee to conduct a presentation on condominium topics and the condominium registration process. The Honolulu Department of Planning and Permitting ("DPP") also attended to answer questions pertaining to subdivisions and ordinances relating to agricultural zoning laws and Special Management Areas. Condominium Specialist Choy noted that attendees asked many questions about the condominium registration process, while questions were raised to DPP pertaining to difficulties in the process of obtaining building permits.

Commissioner Andrews asked whether any attendees inquired about agricultural lands. Condominium Specialist Choy replied that there were none.

Representative La Chica's Mililani Community Talk Story – December 3, 2024

Condominium Education Specialist Sides informed the Commission that Representative Trish La Chica held a Community Talk Story in Mililani on December 3, 2024, regarding the condominium insurance crisis. Specialist Sides was invited to give a presentation about the Real Estate Branch's resources for condominium owners and boards. Other speakers included Insurance Commissioner Gordon Ito and Insurance Agent Alex McLaury.

Commissioner Abe noted that there are only 3 available insurance carriers for condominiums and asked whether there is anything that can be done to improve the situation. Condominium Education Specialist Sides replied that Mr. McLaury discussed the limited number of insurance carriers in his presentation and that insurance rates have decreased slightly in the past few months.

Commissioner Emery commented that insurance carriers are under pressure for reinsurance risks and saw a softening in rate increases in the past couple of months.

Rulemaking, Chapters 107/119 – Public Hearing on the Commission’s Proposed Condominium Rules November 29, 2024, at 9:30 a.m.; Simultaneous Repeal of Hawaii Administrative Rules (“HAR”) Chapter 16-107, Relating to Horizontal Property Regimes, and Adoption of Chapters 16-119.1 through 16-119.8, Relating to Condominiums

Senior Condominium Specialist Kleinhans informed that copies of the public hearing’s published notice, guest list, and testimonies were distributed to the Commission, along with a copy of the November 29, 2024, minutes of the public hearing.

The Commission received 3 written testimonies on its proposed condominium draft rules:(1) Richard Emery, testifying in his capacity as a licensed real estate broker, with comments; (2) Philip Nerney, Chairperson of the CAI Legislative Action Committee of the Community Associations Institute, with comments; and (3) Jon McKenna, President of Hawaiiana Management Company, Ltd., with comments.

There were no physical attendees present at the public hearing to provide oral testimony.

Executive Session:

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

Rulemaking, Chapters 107/119 – Public Hearing on the Commission’s Proposed Condominium Rules November 29, 2024, at 9:30 a.m.; Simultaneous Repeal of Hawaii Administrative Rules (“HAR”) Chapter 16-107, Relating to Horizontal Property Regimes, and Adoption of Chapters 16-119.1 through 16-119.8, Relating to Condominiums

Upon a motion by Commissioner Emery, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the minutes of the November 29, 2024, public hearing on the Commission’s proposed Repeal of Hawaii Administrative Rules Chapter 16-107, Relating to Horizontal Property Regimes, and Adoption of Chapters 16-119.1 through 16-119.8, Relating to Condominiums.

Upon a motion by Commissioner Emery, seconded by Commissioner Abe, it was voted on and unanimously carried to defer consideration on the proposed Repeal of Hawaii Administrative Rules Chapter 16-107, Relating to Horizontal Property Regimes, and Adoption of Chapters 16-119.1 through 16-119.8, Relating to Condominiums.

Upon a motion by Commissioner Love, seconded by Commissioner Kyono, it was voted on and unanimously carried to add an item to the December 18, 2024, Real Estate Commission Agenda, to discuss and consider the creation of a Permitted Interaction Group ("PIG") to: (1) review the proposed simultaneous repeal of HAR Chapter 16-107 and adoption of HAR Chapters 16-119.1 through 16-119.8; and (2) to propose recommendations to the Commission as to revisions of the proposed condominium draft rules.

Permitted Interaction Group ("PIG") to review Simultaneous Repeal of Hawaii Administrative Rules ("HAR") Chapter 16-107, Relating to Horizontal Property Regimes, and Adoption of Chapters 16-119.1 through 16-119.8, Relating to Condominiums.

Upon a motion by Commissioner Love, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the creation of a Permitted Interaction Group, for the purpose of reviewing the proposed simultaneous repeal of HAR Chapter 16-107 and adoption of HAR Chapters 16-119.1 through 16-119.8 and to propose recommendations to the Commission as to revisions of the proposed condominium draft rules. Members to include Vice Chair Senter, Commissioners Emery, Andrews, and Love, and Senior Condominium Specialist Kleinhans.

### **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 Andrews, seconded by Commissioner Emery, 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>
<b>Providers</b>	
Colibri Real Estate LLC	01/01/2025
Hawaii Association of REAL TORS	01/01/2025
McKissock LLC	01/01/2025
REAL TORS Association of Maui	01/01/2025
WebCE Inc.	01/01/2025
<b>Courses</b>	
"Negotiation Fundamentals" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Negotiation Models and Case Studies" (3 credits) (McKissock LLC/ARELLO)	01/01/2025

"Negotiation Fundamentals" (3 credits) (Calibri Real Estate LLC/ARELLO)	01/01/2025
"Negotiation Models and Case Studies" (3 credits) (Calibri Real Estate LLC/ARELLO)	01/01/2025
"Artificial Intelligence (AI) for Real Estate Practitioners" (3 credits) (David Catanzaro)	01/01/2025
"Being Honest is the Code We Live By" (3 credits) (David Catanzaro)	01/01/2025
"Fair Housing - Inclusion and Diversity" (3 credits) (David Catanzaro)	01/01/2025
"The Price is Right: CMA at Work (Comparative Market Analysis)" (3 credits) (David Catanzaro)	01/01/2025
"Property Management-Addressing Risks" (3 credits) (David Catanzaro)	01/01/2025
"Property Management - Learning from Others Through Case Studies" (3 credits) (David Catanzaro)	01/01/2025
"Time for Time Shares in Hawaii" (3 credits) (David Catanzaro)	01/01/2025
"VA Loans: Eligibility and Benefits" (3 credits) (David Catanzaro)	01/01/2025
"Valuation of Commercial Property" (3 credits) (David Catanzaro)	01/01/2025
"Basics of Investment Property" (4 credits) (David Catanzaro)	01/01/2025
"Risk Management: Protecting Your Clients" (4 credits) (David Catanzaro)	01/01/2025
"Social Media in Today's Real Estate" (4 credits) (David Catanzaro)	01/01/2025
"Topics and Trends in Today's Hawaii Real Estate" (4 credits) (David Catanzaro)	01/01/2025
"Violations: Learning From Others" (4 credits) (David Catanzaro)	01/01/2025
"Disclosures in Residential Transactions" (6 credits) (David Catanzaro)	01/01/2025

"Fundamentals of Understanding Investment Property" (6 credits) (David Catanzaro)	01/01/2025
"Real Estate Valuation" (6 credits) (David Catanzaro)	01/01/2025
"Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Cybersecurity: Protecting the Real Estate Transaction" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Educating Homebuyers" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Ethics in the Age of Disruption" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Going Green: Elements of an Eco-friendly Home" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"NAR: May the Code Be With You" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Property Condition Discovery and Disclosure Compliance" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Real Estate Safety: Protect Yourself and Your Clients" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Serving Generational Clients" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Taking the Distress Out of Distressed Properties" (3 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Implicit Bias Awareness and Cultural Competency" (4 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Real Estate Investing: Beyond the Basics" (4 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Workforce Housing: Solutions for Homes and Financing" (4 credits) (Colibri Real Estate LLC/ARELLO)	01/01/2025
"Agency Law - A Broker's Perspective" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Americans with Disabilities Act ADA" (3 credits) (McKissock LLC/ARELLO)	01/01/2025

"Charting Your Success: The Code of Ethics, Buyer Representation, and Your Value Proposition" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Cybersecurity: Protecting the Real Estate Transaction" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Educating Homebuyers" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Ethics in the Age of Disruption" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Finding Your Focus: Niche Marketing for Real Estate" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Going Green: Elements of an Eco-friendly Home" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Helping Clients Understand Real Estate Financing" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"How to Work with Real Estate Investors - Part 1" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"How to Work with Real Estate Investors - Part 2" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Intro to Property Management: Market Analysis, Risk Management And Maintenance" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"JMan's Tech Tools" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Lead Alert: A Guide for Property Managers" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"NAR: May the Code be with You" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Nontraditional and Alternative Finance" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Property Condition Discovery and Disclosure Compliance" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Real Estate Market Cycles and Trends" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Real Estate Safety: Protect Yourself and Your Clients" (3 credits) (McKissock LLC/ARELLO)	01/01/2025

"Real Estate Taxes" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Serving Generational Clients" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Taking the Distress Out of Distressed Properties" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Top Policy Issues Facing Brokerages Today" (3 credits) (McKissock LLC/ARELLO)	01/01/2025
"Agency Law" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Fair Housing" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Implicit Bias Awareness and Cultural Competency" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Millennials Are Changing Real Estate: Are You Ready?" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Performing Quality BPOs" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Real Estate Investing: Beyond the Basics" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Real Property Appraisals" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Workforce Housing: Solutions for Homes and Financing" (4 credits) (McKissock LLC/ARELLO)	01/01/2025
"Planning and Growing a Real Estate Business" (4 credits) (WebCE Inc./ARELLO)	01/01/2025
"Property Management" (4 credits) (WebCE Inc./ARELLO)	01/01/2025
"Tiny Homes and Other Alternative Properties" (4 credits) (WebCE Inc./ARELLO)	01/01/2025
"Valuation, Marketing and Listings" (4 credits) (WebCE Inc./ARELLO)	01/01/2025
"Why Risk It? Risk Management Strategies" (4 credits) (WebCE Inc./ARELLO)	01/01/2025
"Working with Senior Clients in Real Estate" (4 credits) (WebCE Inc./ARELLO)	01/01/2025



"Adhering to a Higher Standard: The Code of Ethics" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Avoiding Costly Mistakes in Your Real Estate Career" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Commercial Real Estate Investing" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Contracts and Leasing" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Cybersecurity Best Practices for Real Estate Professionals" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Fair Housing: It's Just Good Business" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Managing Conflicts with Tenants, Clients, and Employees" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Personal Safety" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Redefining Buyer Representation in the Digital Age" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Section 1031 Real Property Like-Kind Exchanges" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Smart Tech, Smarter Agent: Smart Technology in the Residential Marketplace" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Social Media with a K.I.S.S." (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Who Represents Whom? Agency Uncloaked" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Working in Teams" (3 credits) (WebCE Inc./ARELLO)	01/01/2025
"Bias Override: Overcoming Barriers to Fair Housing" (3 credits) (REAL TORS Association of Maui/National)	01/01/2025
"Accredited Buyer's Representative (ABR) Designation Course" (12 credits) (REALTORS Association of Maui/National)	01/01/2025
"A Real Estate Licensee's Responsibilities During Escrow" (3 credits) (Marion Haller)	01/01/2025

Administration of Examinations

Licensing Examination Statistics 11/1/24 – 11/30/24

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates 11/1/24 – 11/30/24

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

School Summary by Test Category 11/1/24 – 11/30/24

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

Program of Work, FY 24-25

Technology and Website

Change Form – Real Estate – Express Change Broker

Supervising Executive Officer Fujitani presented that staff is working with the Public Consulting Group (“PCG”), to create a new online licensee Change Form to streamline real estate licensee broker changes. This new initiative aims to reduce the Professional and Vocational Licensing Division's Licensing Branch's ("LB") manual interaction with the licensee's request and allows for a licensee who wishes to move from their present broker/brokerage to another by completing the change online.

Supervising Executive Officer Fujitani added that quotes were obtained from 3 qualified vendors to develop the new process. Staff is requesting approval for using the Real Estate Education Fund to pay for the initiative and to approve Transeo Solutions as the chosen vendor.

Commissioner Abe asked if the proposed change form process will be entirely digital. Supervising Executive Officer Fujitani affirmed. Commissioner Andrews commented that the State of California adopted a similar process.

Upon a motion by Commissioner Abe, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve funding from the Real Estate Education Fund to pay for the creation of a new online licensee Change Form, with Transeo Solutions as the chosen vendor.

Licensing –  
Ratification

**Licensing and Registration - Ratification**

Upon a motion by Commissioner Andrews, seconded by Commissioner Emery, it was voted on and unanimously approved to ratify the December 18, 2024, Approved Applications List.

Chapter 91, HRS,  
Adjudicatory Matters

Chair Yamane called for a recess from the meeting at 10:11 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

Vice Chair Senter and Commissioner Emery recused themselves from participating in the matter's deliberations and left the meeting.

**In the Matter of the Real Estate Broker's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-96-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-97-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-98-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-138-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-160-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-161-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-231-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-234-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's Licenses of Certified Management, Inc., doing business as Associa Hawaii and Phyllis O. Kacher: REC-2024-277-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's License of Certified Management, Inc., dba Associa Hawaii: REC-2023-107-L; Commission's Final Order**

Upon a motion by Commissioner Andrews, seconded by Commissioner Love, it was voted upon and unanimously carried to recommend issuance of a Commission's Proposed Final Order to increase the sanction amount to \$49,500.00 and allow to respond and present oral arguments if requested.

Following the Commission's review, deliberation, and decision in this matter, pursuant to Chapter 91, HRS, Chair Yamane announced that the Commission was reconvening its scheduled meeting at 11:28 a.m.

Next Meeting: Friday, January 24, 2025, 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 11:28 a.m.

Reviewed and approved by:

\_\_\_\_\_  
Miles Ino  
Executive Officer

01/08/2025

\_\_\_\_\_  
Date

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

MI:jp

APPROVED APPLICATIONS FOR REAL ESTATE  
REAL ESTATE COMMISSION MEETING ON DECEMBER 18, 2024

<u>Brokers – Individual</u>	<u>Effective Date</u>
Meredith Brooke Mefferd aka Meredith Mefferd	10/29/2024
Devin Joseph Minardi aka Devin Minardi	11/07/2024
Laura Agnes Khouri aka Laura Khouri	11/18/2024
Joshua Milton Mun aka Joshua M Mun	11/20/2024
Nicole Lynn Linke aka Nicole Linke	11/25/2024
Thomas Cho Lee aka Thomas C Lee	11/25/2024
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Kristen Lynne Cabang aka Kristen Cabang	11/06/2024
May M Rodriguez aka May Rodriguez	11/07/2024
Kristine Wallerius Chung aka Kristine Chung	11/07/2024
Jacinda Butay aka Cinda Butay	11/08/2024
Adela Ewelina Bachman aka Adela Bachman	11/12/2024
Asami Ogletree	11/13/2024
Dancia Gimlin Mast aka Dancia Mast	11/13/2024
Kalei David Kekumano aka Kalei Kekumano	11/13/2024
Donna L Rankin	11/14/2024
Nicole Kim aka Nikki Kim	11/14/2024
Chase Ernest Tavernier aka Chase Tavernier	11/15/2024
Elijah Muhammad Baldwin	11/18/2024
Henry Fred Camacho	11/19/2024
<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
APC Realty Hawaii LLC G Scott McCormack, PB	11/04/2024
Turtle Bay Condos LLC Nicole Linke, PB	11/25/2024
<u>Trade Name</u>	<u>Effective Date</u>
Hawaii Rentals with Aloha Inc dba Aloha Hawaii Rentals	11/12/2024
Zillow Inc dba Trulia	11/12/2024

Francis Cofran  
dba CRES HAWAII 12/02/2024

Legal Name Change (Individual) Effective Date

Melissa A Z Montgomery 10/24/2024  
nka Melissa Anne Venit  
fka Melissa A Z Montgomery

Krystal M Lin 11/14/2024  
nka Krystal Marie Ling Lin Shoop  
fka Krystal M Lin

Mika Saito Algeri 11/15/2024  
nka Mika Saito Mazur  
fka Mika Saito Algeri

Kelcie Akiko Miki 11/22/2024  
nka Kelcie Akiko Pira-Miki  
fka Kelcie Akiko Miki

Estelle S Cruse 11/25/2024  
nka Estelle Sarah Birch  
fka Estelle S Cruse

License Name Change (Individual) Effective Date

Krystal Lin 11/14/2024  
nka Krystal M Shoop  
fka Krystal Lin

BreeAnn Olivia Saks 11/20/2024  
aka BreeAnn Saks

Kelcie Akiko Miki 11/22/2024  
nka Kelcie Akiko Pira-Miki  
fka Kelcie Akiko Miki

Educational Equivalency Certificate Expiration Date

Alfred Daniels Crawford 11/07/2026

Mark James Hollenbeck 11/12/2026

Kauanoewaiiele Beamer 11/13/2026

Jill Larson 11/14/2026

Maria Jesus Olson 11/15/2026

Anthony Eugene Amerson 11/25/2026

Nicholas Keith Rogers 11/26/2026

Equivalency to Uniform Section of Examination Certificate Expiration Date

Alfred Daniels Crawford 11/07/2026

Mark James Hollenbeck 11/12/2026

Jill Larson 11/14/2026

Maria Jesus Olson 11/15/2026

Anthony Eugene Amerson 11/25/2026

Nicholas Keith Rogers 11/26/2026

Real Estate Broker Experience Certificate Expiration Date

Benjamin Morning Gilholm 11/06/2026

William Kosuke Tanaka 11/06/2026

Kristine Nicole Dugan 11/07/2026

Tasha E Akama 11/07/2026

Corrinna Lynn 11/07/2026

Mark James Hollenbeck	11/12/2026
Kelcie Akiko Miki	11/22/2026
John Roden	11/22/2026
John K Y Good	11/25/2026
Christopher Seavey	11/26/2026
Porsche Sue Kimiko Nathaniel	11/26/2026
Lance Michael Cowan	11/26/2026
Nicholas Keith Rogers	11/26/2026

Continuing Education Equivalency

	<u>Effective Date</u>
Trenton Kuponu Wailehua	11/06/2024
Sean Campbell Hanna	11/12/2024
Justin M. Shepherd	11/12/2024
Bernadette M Pillar	11/14/2024
Mark Hesch	11/20/2024
Mark Conway Brown	11/20/2024
Cynthia Marie Scott	11/20/2024
Cindy Lee Furtado	11/25/2024
Amelia Matera	11/25/2024
Celine Melia Nice	11/27/2024
Richard Dale Rahn	11/27/2024
Kellie N. Agno-Baez	12/02/2024

**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	01/01/2025
<b>Courses</b>	
AI Powered Real Estate Professionals (7 credits) (Hawaii Association of REALTORS/National)	01/01/2025
“Performance Leadership - Coach, Manage & Mentor” (6 credits) (Hawaii Association of REALTORS/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 REALTORS)	01/01/2025
“Strategies of Finance: Loan Choices” (3 credits) (Hawaii Association of REALTORS)	01/01/2025
“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
“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
“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

<p>“Negotiation Strategies for Real Estate” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Real Estate in the Age of Technology” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Real Estate Investing” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Risk Management” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Staying Safe in Real Estate” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Why Does it Matter Who I Represent?” (3 credits) (Systems Effect LLC, dba Training Cove)</p>	01/01/2025
<p>“Advanced Buyer Agency Strategies and Negotiations” (3 credits) (Colibri Real Estate, LLC)</p>	01/01/2025
<p>“Foundations of Buyer Agency Excellence” (3 credits) (Colibri Real Estate, LLC)</p>	01/01/2025
<p>“What Are You Worth? Your Value Proposition” (3 credits) (Trudy Nishihara)</p>	01/01/2025
<p>“Restorative Drying for Water Damage” (4 credits) (Servpro Industries LLC)</p>	01/01/2025
<p>“CI 101 Financial Analysis for Commercial Investment Real Estate” (12 credits) (Hawaii CCIM Chapter/National)</p>	01/01/2025
<p>“CI 102 Market Analysis for Commercial Investment Real Estate” (12 credits) (Hawaii CCIM Chapter/National)</p>	01/01/2025
<p>“CI 103 User Decision Analysis for Commercial Investment Real Estate” (12 credits) (Hawaii CCIM Chapter/National)</p>	01/01/2025
<p>“CI 104 Investment Analysis for Commercial Investment Real Estate” (12 credits) (Hawaii CCIM Chapter/National)</p>	01/01/2025
<p>“Commercial Real Estate Negotiations” (7 credits) (Hawaii CCIM Chapter/National)</p>	01/01/2025
<p>“Advocating for Short Sales Clients” (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Did You Serve? Identifying Homebuying Advantages for Veterans” (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025

<p>“Diversity: Your Kaleidoscope of Clients”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Fair Share: Protecting Consumers and Your Business from Unfair Practices”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“First-Time Homebuyers: A Niche to Grow On”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Growing Green: Environmental Awareness and Your Real Estate Practice”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Keeping it Honest: Understanding Real Estate and Mortgage Fraud”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Marketing, Advertising, and Social Media Compliance”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Personal Safety”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Preparing a Market Analysis – Best Practices”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Residential Property Management Essentials”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Roadmap to Success: Business Planning for Real Estate Professionals”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Section 1031 Tax Deferred Exchanges”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Serving the Unique Needs of the Senior Market”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Sex and Real Estate: Sexual Harassment, Sexual Discrimination,  and Fair Housing” (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Technology Tools, Trends, and Risk Management”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“The Fundamentals of Commercial Real Estate”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Using the Code to Solve Ethical Dilemmas”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	01/01/2025
<p>“Working with Real Estate Investors: Understanding Investor Strategies”  (3 credits) (The CE Shop, LLC/ARELLO)</p>	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
“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

<p>“Current Issues: Cooperation, Negotiation, IBuyers and Disaster Preparedness”  (3 credits) (Coldwell Banker Pacific Properties Real Estate School)</p>	01/01/2025
<p>“Second Home Ownership: Trends, Options and Opportunities”  (3 credits) (Coldwell Banker Pacific Properties Real Estate School)</p>	01/01/2025
<p>“Technology Tools, Trends and Risk Management”  (3 credits) (Coldwell Banker Pacific Properties Real Estate School)</p>	01/01/2025
<p>“Commercial Leasing Basics”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Environmental Issues for Real Estate”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Issues in Fair Housing”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Recognizing and Avoiding Discrimination”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Risk Management for Real Estate”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“The Art of Syndication”  (3 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Investment Real Estate Fundamentals”  (4 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Issues in Real Estate Contract Law”  (4 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Real Estate Supply and Demand Factors”  (4 credits) (ExceedCE/ARELLO)</p>	01/01/2025
<p>“Introduction to Commercial Real Estate Sales”  (3 credits) (ExceedCE)</p>	01/01/2025
<p>“Home Energy Efficiency for Real Estate Professionals”  (4 credits) (InterNACHI/ARELLO)</p>	01/01/2025
<p>“Saving Home Energy for Real Estate Professionals”  (3 credits) (InterNACHI/ARELLO)</p>	01/01/2025
<p>“7 Things Successful Agents Do Differently: A Proven Business System”  (8 credits) (Residential Real Estate Council/National)</p>	01/01/2025
<p>“Building A Team to Grow Your Business”  (8 credits) (Residential Real Estate Council/National)</p>	01/01/2025

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

“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
“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 SCHOOLS AND INSTRUCTORS  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**January 24, 2025**

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<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Schools</b>	
Excellence in Education, LLC, dba Maui Real Estate School (Salesperson and Broker Curriculum)	01/01/2025
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
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

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
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
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 aka Alex Magoon	01/01/2025
Nicole Miye Sugawara	01/01/2025
Ranko Rakocevic	01/01/2025
Raymond Kam Prosek aka Raymond Prosek	01/01/2025
Lakia Desare McCollin	01/01/2025
Myrline Guerrier	01/01/2025
Jason Xinfu Lin aka Jason X Lin	01/01/2025
Zachary William Morgan Drean aka Zachary Drean	01/01/2025
Keoni Monahan	01/01/2025
William Cacay Calumpit aka William Calumpit	01/01/2025

Shawn James Sullivan aka Shawn Sullivan	01/01/2025
Alexander Camblor aka Alex Camblor	01/01/2025
Nainoa Tommy Kekainalu Fierro aka Nainoa Fierro	01/01/2025
Cortney Nicole Adams	01/01/2025
Andrew William Snyder aka Andrew Snyder	01/01/2025
Anna K Arita aka Anna Arita	01/01/2025
Kimberly Keiko Aina aka Kimberly K Aina	01/01/2025
Rachel Anne Smith aka Rachel Smith	01/01/2025
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 aka Liz Baird	01/01/2025
Dixon Paul Kupaianaha Davis aka Dixon Davis	01/01/2025
YuTing Shi	01/01/2025
Jehromy H Otterman aka Jehromy Otterman	01/01/2025
Christian Patrick Von Schroppel aka Christian Schroppel	01/01/2025
Tristan James Cummins	01/01/2025
Casey Dylan Rehrer	01/01/2025
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
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
<u>Brokers – Corporations and Partnerships</u>	<u>Effective Date</u>
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
<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
Luxus Hawaii Brokers LLC Sarah Bakewell, PB	11/19/2024
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
Heather Cabaal Quijano nka Heather Elizaga Cabaal fka Heather Cabaal 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-Gherscovic	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
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
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