

REAL ESTATE COMMISSION

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

MINUTES OF MEETING

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

Date: April 25, 2025

Time: 9:00 am

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

Present: Derrick Yamane, Chair, Broker/Honolulu Commissioner
 Nikki Senter, Vice Chair, Public Member/Honolulu Commissioner
 Audrey Abe, Broker/Honolulu Commissioner
 Jennifer Andrews, Broker/Honolulu Commissioner
 Russell Kyono, Broker/Kauai Commissioner
 P. Denise La Costa, Broker/Mauai 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
 Nohelani Jackson, Real Estate Specialist
 Kedin Kleinhans, Senior Condominium Specialist
 Dathan Choy, Condominium Specialist
 Shari Wong, Deputy Attorney General
 Colleen Mar, Office Assistant
 Tammy Norton, Administrative Assistant
 Joseph Benedict Pagkalinawan, Recording Administrative Assistant

Others: Anna Nevtonova

Absent: Richard Emery, Broker/Honolulu Commissioner

Call to Order: Chair Yamane called the meeting to order at 9:10 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 Emery was excused from the meeting. Prior notification of his non-attendance was received.

Executive Officer's
Report

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

Additional Distribution

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

4. Committees and Program of Work
 - b. Education Review Committee
 - 1) Continuing Education Administration, Curriculum, Courses, Provider, and Instructors
 - b) Application – Continuing Education Provider – Aaron Academy by SquareTerra; Administrator – Luke Korkowski
 - 2) Administration of Examinations
 - a) Licensing Examination Statistics 3/1/25 – 3/31/25
6. Licensing - Applications
 - b. Anna Nevtonova

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the minutes of the March 28, 2025 meeting.

Committees and
Program of Work:

Condominium Review Committee

Case Law Review

Janini v. London Townhouses Condominium Association, Michigan Supreme Court, July 11, 2024

Robinson v. Zarko, Hawaii Supreme Court, February 19, 2025

Watts v. Joggers Run Property Owners Association, Inc., U.S. Court of Appeals, Eleventh Circuit, April 7, 2025

The Commission consolidated its discussion on agenda items 4. a. 1) a), 4. a. 1) b), and 4. a. 1) c).

Senior Condominium Specialist Kleinhans informed the Commission that copies of the case decisions were provided for the Commission's reference, and summarized one of the cases, *Janini v. London Townhouses Condominium Association*. Commissioner Andrews thanked staff for sharing the decisions with the Commission, while adding that she agreed with original ruling with *Robinson v. Zarko*. Vice Chair Senter commented that the decisions go back with how condominiums are created by statutes. She also conveyed appreciation of the dissent in *Janini*, finding the case decision to be surprising.

Commissioner Abe asked if there are cases in Hawaii that are similar to *Janini*. Senior Condominium Specialist Kleinhans responded that staff will monitor for any similar Hawaii cases and will report back to the Commission should one arise.

Condominium Governance and Management – Ad Hoc Committee on Condominium Affairs and Solutions, Discussion to Establish

Senior Condominium Specialist Kleinhans explained that this agenda item intends to assist the Hawaii State Legislature and other appropriate parties by discussing and determining potential solutions for issues concerning condominiums in the State. Although the Commission could not do too much, the legislature did look to the Commission to provide input with regards to the rise in insurance premiums following the 2023 Maui wildfires. The Commission may discuss the committee's scope, composition, and name as necessary. Supervising Executive Officer Fujitani added that the Legislature is looking for guidance from the Commission, noting the Legislature's difficulty tackling the issue.

Commissioner Abe noted that during her confirmation hearing at the legislature, the legislators asked her thoughtful questions pertaining to condominium issues. She also commented that Hawaii is in a unique period as the age of its buildings prompt the need for accountability. The Commission, she added, could consider managing accountability among board members, as board members need assistance to understand what they need to do in tackling the various issues. Commissioner Abe also highlighted reserve studies and higher costs as big topics this proposed committee should address.

Commissioner La Costa expressed jubilation in the Legislature's active engagement in condominium matters, recalling how they also asked her condominium-related questions during her confirmation hearing, including questions about Maui's condominium situation. Commissioner Andrews stressed that it is important to be proactive in educating the public about such matters.

Upon a motion by Chair Yamane, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the establishment of an Ad Hoc Committee on Condominium Affairs and Solutions.

Executive Officer Ino relayed the legislature's belief that the Real Estate Commission was not doing enough to address the current condominium matters. Vice Chair Senter commented that the Commission has expertise to assist, but current statutes limit its action. Deputy Attorney General Wong cautioned that the Ad Hoc Committee should be mindful of condominium associations' self-governance.

Education Review Committee

Administrative Issues – Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
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Providers

Franklin Energy Services, LLC	03/10/2025
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Courses

"NAR Green Designation Day 1 & Day 2" (Franklin Energy Services, LLC/National)	03/10/2025
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Application – Continuing Education Provider – Aaron Academy by SquareTerra;
Administrator – Luke Korkowski

Upon a motion by Chair Yamane, seconded by Commissioner La Costa, it was voted and unanimously carried to take the matter under advisement.

Application – Continuing Education Provider – Performance School of Real
Estate; Administrator – Dana Booth

Upon a motion by Vice Chair Senter, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the application "Continuing Education Provider – Performance School of Real Estate; Administrator – Dana Booth."

Course – "Condo Lending – What Agents Should Know"; Author/Owner – Dana
Booth; Provider – Performance School of Real Estate; Course Category –
Finance; Clock Hours – 3

Commissioner Andrews questioned whether the instructor will be flying in Hawaii to teach, since the provider is in Arizona. Senior Real Estate Specialist Kekoa clarified that the instructor resides in Hawaii and will be teaching in person.

Commissioner Andrews noticed discrepancies in the course. Commissioner La Costa inquired what would happen as the continuing education provider application was approved by the Commission but not this course. Senior Real Estate Specialist Kekoa replied that the provider will remain approved but will not have any courses on its roster until such time a continuing course application is approved by the Commission.

Upon a motion by Chair Yamane, seconded by Commissioner Abe, it was voted and unanimously carried to defer the decision on the application for certification of continuing education elective course, "Condo Lending – What Agents Should Know"; Author/Owner – Dana Booth; Provider – Performance School of Real Estate; Course Category – Finance; Clock Hours – 3., until the Commission was presented with staff and Commission suggested amendments.

Licensing Examination Statistics 3/1/25 – 3/31/25

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates 3/1/25 – 3/31/25

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

School Summary by Test Category 3/1/25 – 3/31/25

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

Licensing –
Ratification

Licensing and Registration - Ratification

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted on and unanimously approved to ratify the April 25, 2025, Approved Applications List.

Licensing –
Applications

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

Anna Nevtonova

Ms. Nevtonova was present at the meeting to provide a statement regarding her application and consented to provide her statement during open session.

Ms. Nevtonova explained that she is a licensed agent for 20 years and is a broker agent in Florida. She also underwent a divorce proceeding for 15 years. During this proceeding, her soon-to-be ex-husband filed a criminal case against her for taking their children on a trip to Maldives without the consent of her ex-husband. Ms. Nevtonova narrated her experience, explaining her extradition to the United States and the case being heard in Utah, where she was being detained. Ms. Nevtonova pled guilty and was sentenced to probation with fines. Since her sentencing, Ms. Nevtonova attested fulfilling her probation responsibilities, satisfying her fines. She also explained that her probation condition does not require her to take a drug test, that she still has her Florida real estate license, that her ex-husband already passed away, and that currently she is active with her church community, stressing her commitment to be a good, upstanding person. Her probation officer, through a letter, also confirmed her good standing.

Commissioner Andrews asked whether there is a due date for her fine. Ms. Nevtonova replied that she paid her fine in full in August 2021 but added that she still needs to report her work and spendings. She added that her probation would last for 5 years, ending in August 2026. Ms. Nevtonova has also cut-off her communication with her children, aged 19 and 21. Commissioner Abe asked what the terms and conditions of her probation are. Ms. Nevtonova responded that she was not required to meet with her probation officer but was required to submit a report every month. She also needs to report any travels she might take.

Chair Yamane asked whether Ms. Nevtonova knew if there's any actions she needed to take when she decided to travel with her children to Maldives. Ms. Nevtonova replied that prior to the trip, she asked her custody attorney whether she can do so, and she was given approval. Ms. Nevtonova asserted taking responsibility and was regretful of traveling without a notarized written authorization. Real Estate Specialist Endo asked whether Ms. Nevtonova still pays child support. Ms. Nevtonova responded that she did not, adding that her children were already grown up.

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted and unanimously carried to approve the real estate salesperson's license of Anna Nevtonova on a conditional status, on the condition of applicant's successful completion of her probationary status in August 2026.

Jadrianne Blu Johnson

Commissioner La Costa disclosed that she knew the applicant personally and will recuse from voting on the matter.

Upon a motion by Vice Chair Senter, seconded by Commissioner it was voted on to approve the real estate salesperson's license of Jadrianne Blu Johnson. Commissioner La Costa recused. Chair Yamane, Vice Chair Senter, and Commissioners Abe, Andrews, Kyono, and Love voted aye. The motion passed.

Jeremy Blayne King

Upon a motion by Vice Chair Senter, seconded by Commissioner Kyono, it was voted on and unanimously carried to most likely approve the real estate broker's license's application of Jeremy Blayne King.

Executive Session:

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

Chapter 91, HRS,
Adjudicatory Matters

Chair Yamane called for a recess from the meeting at 10:49 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

In the Matter of the Real Estate Broker's License of Brandon Ray Holmes: REC 2024-408-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

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

In the Matter of the Real Estate Broker's Licenses of Anchor Properties HI, LLC and Nathan V. Wong: REC-2024-373-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 Andrews, it was voted on and unanimously carried to accept the settlement agreement.

Following the Commission's review, deliberation, and decision in this matter, pursuant to Chapter 91, HRS, Chair Yamane announced that the Commission was reconvening its scheduled meeting at 10:50 a.m.

Committees and
Program of Work:

Education Review Committee

Application – Continuing Education Provider – Aaron Academy by SquareTerra;
Administrator – Luke Korkowski

Upon a motion by Commissioner Andrews, seconded by Vice Chair Senter, it was moved to approve the application “Continuing Education Provider – Aaron Academy by SquareTerra; Administrator – Luke Korkowski.” Vice Chair Senter and Commissioners Abe, Andrews, Kyono, and Love voted aye. Chair Yamane and Commissioner La Costa voted nay. The motion passed.

Next Meeting: Friday, May 30, 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 10:53 a.m.

Reviewed and approved by:

Miles Ino
Executive Officer

5/6/2025

Date

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

MI:jp

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON APRIL 25, 2025

<u>Brokers – Individual</u>	<u>Effective Date</u>
Takako Friend	02/25/2025
Robert B Wellman aka Robert Wellman	03/06/2025
Marc A Caraska	03/07/2025
Gerri L Bradshaw aka Gerri Bradshaw	03/10/2025
Myriam Fiankan Allouko aka Myriam F Allouko	03/13/2025
Suzette M Leal	03/14/2025
Travis Ikaika Kazuma Ito-Macion	03/21/2025
Porsche Sue Kimiko Nathaniel aka Porsche Nathaniel	03/24/2025
Jacqueline Rose Plata	03/27/2025
Amber Nicole Rich aka Amber Rich	03/28/2025
Catherine Elizabeth K Damon	03/31/2025
James Lieu	04/03/2025
Matthew James Yamamoto	04/04/2025
 <u>Salesperson – Individual</u>	 <u>Effective Date</u>
Bin Cao	03/10/2025
Dalianny Romboli aka Daly Romboli	03/13/2025
Hae Ook Choi aka Julia Choi	03/14/2025
Setsuko Regina Gormley	03/14/2025
Julie First Lewer aka Julie Lewer	03/17/2025
Mark Logan Ross aka Mark Ross	03/17/2025
Aga Nuckowski	03/17/2025
Marcelo Kozama	03/18/2025
Sydni Taylor	03/18/2025
Megan Mikioi Rose aka Megan M Rose	03/18/2025
Kimberly Joan Dunn aka Kim Dunn	03/19/2025
Adrienne P. L. Pulu aka Adrienne Pulu	03/20/2025
Kelsey V Johnson	03/20/2025
Leilani H Akina aka Leilani Akina	03/20/2025
Cody Satoru Kimoto	03/21/2025
Mailyn Pena Gabold aka Mailyn P Gabold	03/21/2025
David Mikhail Mitsevich aka David Mitsevich	03/24/2025
Arlene C Guerrero	03/24/2025

Brian W Ivan aka Brian Ivan	03/24/2025
Jeanne Marie Herr aka Jeanne M Herr	03/24/2025
Anzhelika Mizgireva	03/24/2025
Patty S Pak	03/25/2025
Jennifer Mei Shim aka Jennifer Shim	03/25/2025
Hannah Louise Grant aka Hannah Grant	03/27/2025
Harrison Barklie Potter aka Harrison Potter	03/27/2025
Florencia Ezcurra	03/28/2025
Andrea Ruth Cohen-Chen aka Andrea Cohen- Chen	03/28/2025
Tangee Renee Lazarus aka Tangee Lazarus	03/28/2025
Linda L Mendenhall	03/31/2025
Ryan Warren Buchan aka Ryan Buchan	03/31/2025
Tatum B Osborne aka Tatum Osborne	03/31/2025
Susan Jane Penaroza	03/31/2025
Lexie-Marie H Kia-Cox	03/31/2025
Karen Lee Howerton aka Karen L Howerton	03/31/2025
Pookela K. Akana-Andrew	04/02/2025
Fanny Paola Arbelaez Orozco	04/02/2025
Maybel Corazon Talon Apostol aka Maybel T Apostol	04/02/2025
Gabriela Smith	04/02/2025
Michala Royer Simmons aka Michala Simmons	04/02/2025
Jacqueline Ostia King-Jodoi aka Jacqueline King-Jodoi	04/03/2025
Robert David Eldridge aka Robert D Eldridge	04/03/2025
Blaze Keka Ryder aka Blaze Ryder	04/04/2025
Amber Wei Lin Parry aka Amber Parry	04/07/2025
Kelli Lanay Taylor aka Kelli Taylor	04/07/2025
Don Karl Sabado	04/07/2025
Kenneth-Ikaika Madriaga Baptista aka Ikaika Baptista	04/08/2025
Shelev Kancepolsky	04/08/2025
Nicole Nalani Kashiwabara aka Nikki Kashiwabara	04/09/2025
Kanako Okuma Lee aka Kanako Lee	04/09/2025

<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
Global Sphere Realty LLC	02/27/2025
Terry E Booker, PB	
Ilima Properties, LLC	03/17/2025
Heather Singleton, PB	
Hawaii Real Estate Management LLC	03/20/2025
Derek T Kimura, PB	
Axio LLC	03/28/2025
dba Axio Properties	
Miyako Kanaoka, PB	
Scorpio Pacific Group LLC	03/31/2025
Preston Cope, PB	
JNS Investments LLC	04/02/2025
dba Exit Realty Island Living	
Jordan Sonner, PB	
Aloha Property Managers LLC	04/04/2025
Samantha K Haas, PB	
<u>Brokers – Sole Proprietor</u>	<u>Effective Date</u>
Stephen Taylor Flanagan	03/13/2025
aka Stephen Flanagan	
Federico Vicencio Quevedo	03/27/2025
Tacarra Sheneil Cooper	03/31/2025
aka Tacarra Cooper	
Theresa Yea Tyng Tang Yanuaria	04/03/2025
dba Yanuaria Properties	
Jin Zhang	04/08/2025
<u>Legal Name Change (Individual)</u>	<u>Effective Date</u>
Tashanna Okami	02/27/2025
nka Tashanna Lee Kealalani Okami LoSasso	
fka Tashanna Okami	
Sau Wan Chun	03/13/2025
nka Cinderalla Wong	
fka Sau Wan Chun	
Cheryl Borsh	03/18/2025
nka Cheryl Elayne Bowlin	
fka Cheryl Borsh	
<u>License Name Change (Individual)</u>	<u>Effective Date</u>
Danielle A C Shaffer	02/06/2025
aka Dani Shaffter	
Valerie Nicole Wilson	02/14/2025
aka Valerie Wilson	
Tashanna Okami	02/27/2025
nka Tashanna L K O LoSasso	
fka Tashanna Okami	
Maurice D Rodrigues	03/07/2025
aka Maurice Rodrigues	
Cheryl E Borsh	03/18/2025
aka Cheryl Borsh	

Educational Equivalency Certificate

	<u>Expiration Date</u>
Amanda Jeanene Cummins	03/17/2027
Jin Zhang	03/17/2027
Bob K Lindsey III	03/18/2027
Jenny Lynne Malcolm	03/18/2027
Casey Michelle Hutnick	03/18/2027
Heather Lee Corby	03/24/2027
Manija Nazarova	03/24/2027
Reyna Anne Powers	03/31/2027
Amy Elizabeth Potter	03/31/2027
LuAnn Michiko Shikasho	04/01/2027
Cody Ginzo Matsukawa	04/03/2027
Shannan Rebecca Stevens	04/03/2027
Stacy R Ono	04/03/2027
Vanessa Lalli Dittenhofer	04/04/2027
Kevin Thomas Engholdt	04/04/2027
Benjamin James Goodhard	04/04/2027
Caitlyn Mackenzie Kelly	04/04/2027
Gabriel Aron Vergara	04/07/2027
Mark Christopher Bennett	04/08/2027
Michael Sterling Hubbard	04/08/2027
Brian James Cambier	04/08/2027
Cooper Daniel Coe	04/09/2027

Equivalency to Uniform Section of Examination Certificate

	<u>Expiration Date</u>
Amanda Jeanene Cummins	03/17/2027
Jin Zhang	03/17/2027
Jenny Lynne Malcolm	03/18/2027
Andrew Uchi Aquino	03/19/2027
Heather Lee Corby	03/24/2027
Manija Nazarova	03/24/2027
Reyna Anne Powers	03/31/2027
LuAnn Michiko Shikasho	04/01/2027
Shannan Rebecca Stevens	04/03/2027
Stacy R Ono	04/03/2027
Vanessa Lalli Dittenhofer	04/04/2027
Kevin Thomas Engholdt	04/04/2027
Benjamin James Goodhard	04/04/2027
Mark Christopher Bennett	04/08/2027
Brian James Cambier	04/08/2027
Cooper Daniel Coe	04/09/2027

Real Estate Broker Experience Certificate

	<u>Expiration Date</u>
Megan Elizabeth McDonnell	03/05/2027
Jin Zhang	03/17/2027
Garth Cameron Cobb	03/17/2027
Kristine McGowan	03/17/2027
Erika Karin Stuart	03/18/2027
Leilani Bulosan Hearne	03/18/2027
Noelani E Spencer	03/18/2027
Jamie Lee Russell	03/18/2027
Edward Codelia	03/19/2027
Liza Lehua Kalawaia	03/19/2027

Edgar Ezequiel Cervantes	03/25/2027
Michael Richard Hearne	03/25/2027
Leah Ragsac	03/28/2027
John Richard Clay	03/28/2027
Colene J De Mello	04/01/2027
Jason Gregory Baptiste	04/01/2027
Lei-Ann E Hayes	04/02/2027
Tiffany Lee Kane	04/02/2027
Pamela Spanko	04/03/2027
Alexandria Dee Mitsuko Ayers	04/03/2027
Vanessa Lalli Dittenhofer	04/04/2027
Benjamin James Goodhard	04/04/2027
Sook Ja Lee	04/07/2027
Laurie Chang Murphy	04/08/2027
Mark Christopher Bennett	04/08/2027
Maria Florencia Arias	04/08/2027
Lauren Emiko Yama	04/09/2027
Kenneth Edward Attix	04/10/2027
<u>Condominium Hotel Operator</u>	<u>Effective Date</u>
Ho'okipa at the Villas LLC	02/28/2025
dba Hookipa At The Villas	

HOUSE CONCURRENT RESOLUTION

STRONGLY URGING THE REAL ESTATE COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR PURPOSES OF ISSUING A LIMITED REAL ESTATE SALESPERSON'S LICENSE, FOR THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO JAPANESE NATIONAL VISITORS FOR THE PURPOSE OF ENHANCING JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM INDUSTRY.

1 WHEREAS, the Real Estate Commission of the Department of
2 Commerce and Consumer Affairs has broad authority to allow for
3 the administration of the real estate salesperson's examination
4 in the Japanese language and to issue licenses for the sale of
5 timeshare products in Hawaii to those who pass the full real
6 estate salesperson's examination given in Japanese; and
7

8 WHEREAS, based on the prior experience of timeshare
9 operators in other jurisdictions, a potentially higher passage
10 rate for Japanese national applicants could result in a rise in
11 the sale of timeshare products to Japanese national visitors and
12 an increase in visitors from Japan; and
13

14 WHEREAS, in contrast to visitors who stay in hotels,
15 timeshare owners are more likely to become involved in the local
16 community and consistently support the local economy, as they
17 return to Hawaii multiple times and on a regular basis; and
18

19 WHEREAS, the timeshare industry desires to cultivate
20 greater Japanese involvement in the Hawaii timeshare industry;
21 however, it has found it difficult to hire a sufficient number
22 of licensed salespersons to meet the demand of the Japanese
23 market and facilitate an increase in the number of Japanese
24 visitors to Hawaii; and
25

I do hereby certify that the within document
is a full, true and correct copy of the original
on file in this office.

Th. L. Rhee

Chief Clerk
House of Representatives
State of Hawaii



1 WHEREAS, it is not unusual to offer written examinations
2 required for licenses to be given in languages other than
3 English; and
4

5 WHEREAS, for instance, the written examination for the
6 Hawaii driver's license is offered in multiple languages, such
7 as Chinese, Chuukese, Hawaiian, Ilocano, Japanese, Korean,
8 Marshallese, Samoan, Spanish, Tagalog, Tongan, and Vietnamese,
9 in order to accommodate Hawaii's linguistically diverse
10 community and address concerns regarding discrimination; and
11

12 WHEREAS, pursuant to the statutory powers and authority
13 granted to the Real Estate Commission under chapter 467, Hawaii
14 Revised Statutes, the Commission could implement this proposal
15 without any statutory changes; now, therefore,
16

17 BE IT RESOLVED by the House of Representatives of the
18 Thirty-third Legislature of the State of Hawaii, Regular Session
19 of 2025, the Senate concurring, that the Real Estate Commission
20 is strongly urged to allow for the administration of the real
21 estate salesperson's examination in the Japanese language for
22 purposes of issuing a limited real estate salesperson's license,
23 for the sale of timeshare products in Hawaii, to Japanese
24 national visitors for the purposes of enhancing Japan's
25 involvement in and support of the Hawaii tourism industry; and
26

27 BE IT FURTHER RESOLVED that the Real Estate Commission is
28 requested to use its existing authority under chapter 467,
29 Hawaii Revised Statutes, to make these Japanese-language
30 examinations available; and
31

32 BE IT FURTHER RESOLVED that certified copies of this
33 Concurrent Resolution be transmitted to the Director of Commerce
34 and Consumer Affairs, Chairperson of the Real Estate Commission,
35 and Supervising Executive Officer of the Real Estate Commission.
36
37



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

MINUTES OF MEETING

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

Date: August 23, 2024

Time: 9:00 am

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

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

Neil Fujitani, Supervising Executive Officer
Miles Ino, Executive Officer
Kristen Kekoa, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
Nohelani Jackson, Real Estate Specialist
Kedin Kleinhans, Senior Condominium Specialist
Dathan Choy, Condominium Specialist
Lorie Sides, Condominium Education Specialist
Shari Wong, Deputy Attorney General
Colleen Mar, Office Assistant
Tammy Norton, Administrative 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®
Seth Corpuz-Lahne, RICO
Richard Asato
Malia Eversole
Rebekah Kim
Evan Oue
Linda Rodrigues
David Watanabe

Absent: Nikki Senter, Vice Chair, Public Member/Honolulu Commissioner
Richard Emery, Broker/Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:06 a.m., at which time quorum was established by roll call.

Administration of Examinations

PSI – Hilton Grand Vacations' Request for Consideration of Administering Real Estate Broker and Salesperson Exams in Japanese

Linda Rodrigues, Senior Vice President of Hilton Grand Vacations Management, LLC (Hilton), was present to request the approval of a pilot project to offer the Real Estate Examination for Brokers and Salespersons in Japanese. She felt that this project will allow Hilton to invite more Japanese personnel to the State, boosting its tourism industry. Similar projects for the Spanish language have been conducted in Florida and New York, and Hilton is willing to sponsor multiple translations, as well. Ms. Rodrigues added that Hilton owns 13 resorts in Japan.

Commissioner Andrews asked whether Hilton reached out to any current bilingual licensees to acquire more bilingual employees. Ms. Rodrigues affirmed, adding that Hilton established a real estate program school to assist individuals in obtaining their license. Hilton also created an incentive program where staff may receive \$10,000.00 for referring a bilingual individual for employment. Hilton would like to offer the examination as an option to assist Japanese-only speakers and will have the contracts signed by potential licensees. She added that contracts will be translated to English.

Commissioner Andrews asked if the option to take the exam in Japanese be available to individuals who do not read, write or speak English. Ms. Rodrigues responded that Hilton wanted them to have the option to take the exam in Japanese or English. Commissioner Andrews followed if the contracts presented to the Japanese Nationals are in Japanese or English. Ms. Rodrigues responded that contracts and disclosures are in Japanese and approved by the State.

Commissioner Andrews and Real Estate Specialist Endo asserted that the State does not approve any documents. Richard Asato clarified that Ms. Rodrigues is referring to documents pertaining to timeshares.

Commissioner La Costa asked if any advertisements were made targeting recruitment of Japanese-speaking licensees. Ms. Rodrigues replied that Hilton exhausted its options, making advertisements to conduct sales, tutoring services, and classes in Japanese. Commissioner Abe asked if both English and Japanese versions of the contract will be signed. David Watanabe, Broker-in-Charge of Hilton Grand Management, LLC, stated that buyers will sign the English version of the contract, and the Japanese version will be offered as a translated copy for reference. Commissioner Abe asked how will licensees who can only speak Japanese read and understand the English version of the contract once they pass the exam. He replied that Hilton has a training process lasting for two to three weeks. If a sale occurs, a bilingual sales manager will participate to explain the sale to buyer. Commissioner Abe expressed some concerns. Mr. Watanabe also added that in contract negotiations, a sales executive, a sales manager, and a quality assurance manager will be present before the buyer signs the contract.

Chair Yamane asked about the general overview of the sales process. Ms. Rodrigues provided an overview, where a customer was invited to speak with a sales executive to determine what programs and/or packages best suits a customer. Once a program is selected, contract discussion will be started, and once signed a customer becomes a member. The only change in the process is the option to take the license examination in Japanese. Licensees who took examinations in Japanese will only be limited to selling timeshare units, however. Ms. Rodrigues noted that offering examinations in Japanese to sell timeshares would assist Hilton

to help meet market demand and has high success of sales among Japanese customers.

Commissioner Andrews sought to clarify the extent of involvement of described personnel in the sale. Ms. Rodrigues explained that Sales Executives conduct the sales, Sales managers oversee the sales contract, and Quality Assurance Managers deal with internal aspects of the sale. Commissioner Abe inquired about the difficulty for Hilton to have translators instead. Ms. Rodrigues responded that the sales process will be lengthier with a translator. Mr. Watanabe added that Quality Assurance Managers review the contract thoroughly, and after signing, customers will keep Japanese version of the contract while English version copies will be signed and kept by Hilton.

Commissioner Ginoza inquired if the purpose of this request was to acquire more agents. Ms. Rodrigues replied in the affirmative further commenting that it will better the testing experience. Commissioner La Costa asked if the English contract and Japanese contract are translated word for word or is the Japanese contract used as a guide. Mr. Watanabe explained that during the process, legal documents must be in English. The Japanese version is used during the translation process. The English version is signed and submitted. Commissioner La Costa expressed concerns about how the Japanese version of the contracts will not be signed, as translations may be prone to misunderstandings between two contract versions and asserted that Japanese version contracts should be signed as well.

When asked by Commissioner Kyono, Ms. Rodrigues confirmed the translation costs for the examination will be around \$20,000.00 to \$25,000.00, both amounts to be paid by Hilton. Ms. Rodrigues stated that she also spoke to PSI, and they recommended translating the examination from English to Japanese and back to English. When further questioned if Hilton's request was for the broker's examination to be translated also, Ms. Rodrigues asked to strike the option for Real Estate Brokers to take the translated examination from their request. Ms. Rodrigues estimates the pilot program to last 2 years.

Commissioner Abe asked how Hilton would handle continuing education classes. Commissioner Andrews followed with a question whether Hilton has a prelicensing school teaching in Japanese. Ms. Rodrigues affirmed and added that the school's team members need to be bilingual. Licensees who took examinations in Japanese are responsible for their own continuing education classes and in maintaining their licenses.

Chair Yamane asked what Hilton would do when employees receiving conditional license leaves the company as they will no longer be overseeing the real estate activities of such individuals, noting Hilton's high turnover rate. Ms. Rodrigues replied in the affirmative that Hilton will no longer oversee licensees when they depart, but Hilton will be responsible for the transactions left by departing conditional licensees. She understands this is a big ask that is not taken lightly. Ms. Rodrigues further noted that Hilton will service their members and added that Hilton has sales offices in Japan.

Real Estate Specialist Endo questioned Hilton's rationale on issuing a conditional license. Ms. Rodrigues responded it was to provide assurance to the board regarding overseeing the licensees. Real Estate Specialist Endo noted that if this request is approved, this translation option will be open to any Japanese National candidate, even those who are not doing timeshare activity. She further asked if the reasoning for the conditional license is due to the individual not mastering the English language or to limit them to timeshare activity. Ms. Rodrigues responded that it would be easier to present and navigate.

Upon a motion by Chair Yamane, seconded by Commissioner Ginoza, it was voted on and carried unanimously to take the matter under advisement.

Exam Monitoring – Maui Site Report

Real Estate Specialist Endo monitored the Maui test center and submitted her evaluation for the Commission's information.

Licensing Examination Statistics 7/1/24 – 7/31/24

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates 7/1/24 – 7/31/24

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

School Summary by Test Category 7/1/24 – 7/31/24

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

Licensing –
Ratification

Licensing and Registration - Ratification

Upon a motion by Commissioner Ginoza, seconded by Commissioner Andrews, it was voted on and unanimously carried to ratify the August 23, 2024, Approved Applications List.

Licensing –
Applications:

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

Julian Andrew Maeva

Upon a motion by Commissioner Abe, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the real estate salesperson application of Julian Andrew Maeva.

Executive Session:

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

Chapter 91, HRS,
Adjudicatory Matters

The Chair called for a recess from the meeting at 10:17 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

Committees and
Program of Work:

Laws & Rules Review Committee

Legislative Acts and Resolutions

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to support the transfer of \$150,000.00 from the Condominium Education Trust Fund to appropriate and/or designated agencies as per Act 043, relating to Condominiums.

Education Review Committee

PSI – Hilton Grand Vacations' Request for Consideration of Administering Real Estate Broker and Salesperson Exams in Japanese

Upon a motion by Commissioner Andrews, seconded by Commissioner Ginoza, it was voted on and unanimously carried to deny Hilton Grand Vacations' Request for Consideration of Administering Real Estate Broker and Salesperson Exams in Japanese.

Next Meeting: Friday, September 27, 2024, 9:00 a.m.

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

Adjournment: With no further business to discuss, the meeting was adjourned at 11:09 a.m.

Reviewed and approved by:

/s/ Miles Ino

Miles Ino
Executive Officer

9/10/2024

Date

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

MI:jp

STAND. COM. REP. NO.

1583

Honolulu, Hawaii

MAR 27 , 2025

RE: H.C.R. No. 102

Honorable Nadine K. Nakamura
Speaker, House of Representatives
Thirty-Third State Legislature
Regular Session of 2025
State of Hawaii

Madame:

Your Committee on Tourism, to which was referred H.C.R. No. 102 entitled:

"HOUSE CONCURRENT RESOLUTION STRONGLY URGING THE REAL ESTATE COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR PURPOSES OF ISSUING A FULL REAL ESTATE SALESPERSON'S LICENSE, LIMITED TO THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO PROMOTE THE SALE OF THESE PRODUCTS TO JAPANESE-SPEAKING VISITORS AND ENHANCE JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM INDUSTRY,"

begs leave to report as follows:

The purpose of this measure is to strongly urge the Real Estate Commission to allow for the administration of the real estate salesperson's examination in the Japanese language for purposes of issuing a full real estate salesperson's license, limited to the sale of timeshare products in Hawaii.

Your Committee received testimony in support of this measure from the American Resort Development Association - Hawaii and Hilton Grand Vacations. Your Committee received testimony in opposition to this measure from the Real Estate Commission and Hawaii First Realty.


As affirmed by the record of votes of the members of your Committee on Tourism that is attached to this report, your

HCR102 HSCR TOU



Committee concurs with the intent and purpose of H.C.R. No. 102 and recommends that it be referred to your Committee on Consumer Protection & Commerce.

Respectfully submitted on
behalf of the members of the
Committee on Tourism,

FOR 
ADRIAN K. TAM, Chair



Ms. A. 9.2. 1583

Bill/Resolution No.: HCR 102		Committee Referral: TOU, CPC		Date: 3/20/2025
<input type="checkbox"/> The committee is reconsidering its previous decision on the measure.				
The recommendation is to:				
<input checked="" type="checkbox"/> Pass, unamended (as is) <input type="checkbox"/> Pass, with amendments (HD) <input type="checkbox"/> Hold <input type="checkbox"/> Pass short form bill with HD to recommit for future public hearing (recommit)				
TOU Members	Ayes	Ayes (WR)	Nays	Excused
1. TAM, Adrian K. (C)	✓			
2. TEMPLO, Shirley Ann (VC)	✓			
3. HOLT, Daniel	✓			
4. HUSSEY, Ikaika				✓
5. ILAGAN, Greggor	✓			
6. TODD, Chris	✓			
7. MATSUMOTO, Lauren				✓
TOTAL (7)	5			2
The recommendation is:				
<input checked="" type="checkbox"/> Adopted <input type="checkbox"/> Not Adopted				
If joint referral, _____ did not support recommendation. committee acronym(s)				
Vice Chair's or designee's signature: _____				
Distribution: Original (White) – Committee Duplicate (Yellow) – Chief Clerk's Office Duplicate (Pink) – HMSO				

STAND. COM. REP. NO.

1829

Honolulu, Hawaii

, 2025

APR 03

RE: H.C.R. No. 102
H.D. 1

Honorable Nadine K. Nakamura
Speaker, House of Representatives
Thirty-Third State Legislature
Regular Session of 2025
State of Hawaii

Madame:

Your Committee on Consumer Protection & Commerce, to which
was referred H.C.R. No. 102 entitled:

"HOUSE CONCURRENT RESOLUTION STRONGLY URGING THE REAL ESTATE
COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE
SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR
PURPOSES OF ISSUING A FULL REAL ESTATE SALESPERSON'S LICENSE,
LIMITED TO THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO
PROMOTE THE SALE OF THESE PRODUCTS TO JAPANESE-SPEAKING
VISITORS AND ENHANCE JAPAN'S INVOLVEMENT IN AND SUPPORT OF
THE HAWAII TOURISM INDUSTRY,"

begs leave to report as follows:

The purpose of this measure is to implement without statutory
changes a limited accommodation that could benefit timeshare sales
and tourism in Hawaii.

Your Committee received testimony in support of this measure
from the Hawaii Department of Business, Economic Development &
Tourism. Your Committee received testimony in opposition to this
measure from Hawaii Real Estate Commission and Hawaii First
Realty.

Your Committee has amended this measure by:

HCR102 HD1 HSCR CPC



- (1) Replacing the title of this Concurrent Resolution to read "HOUSE CONCURRENT RESOLUTION STRONGLY URGING THE REAL ESTATE COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR PURPOSES OF ISSUING A LIMITED REAL ESTATE SALESPERSON'S LICENSE, FOR THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO JAPANESE NATIONAL VISITORS FOR THE PURPOSE OF ENHANCING JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM INDUSTRY."
- (2) Amending clauses in accordance with the amended title; and
- (3) Making technical, nonsubstantive amendments for the purposes of clarity, consistency, and style.

As affirmed by the record of votes of the members of your Committee on Consumer Protection & Commerce that is attached to this report, your Committee concurs with the intent and purpose of H.C.R. No. 102, as amended herein, and recommends its adoption in the form attached hereto as H.C.R. No. 102, H.D. 1.

Respectfully submitted on
behalf of the members of the
Committee on Consumer
Protection & Commerce,


SCOT Z. MATAYOSHI, Chair



HSCR 1829

HSCR 1829

HSCR 1829

STAND. COM. REP. NO.

1876

Honolulu, Hawaii

APR 14 2025

RE: H.C.R. No. 102
H.D. 1

Honorable Ronald D. Kouchi
President of the Senate
Thirty-Third State Legislature
Regular Session of 2025
State of Hawaii

Sir:

Your Committee on Economic Development and Tourism, to which
was referred H.C.R. No. 102, H.D. 1, entitled:

"HOUSE CONCURRENT RESOLUTION STRONGLY URGING THE REAL ESTATE
COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE
SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR
PURPOSES OF ISSUING A LIMITED REAL ESTATE SALESPERSON'S
LICENSE, FOR THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO
JAPANESE NATIONAL VISITORS FOR THE PURPOSE OF ENHANCING
JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM
INDUSTRY,"

begs leave to report as follows:

The purpose and intent of this measure is to strongly urge
the Real Estate Commission to allow for the administration of the
real estate salesperson's examination in the Japanese language for
purposes of issuing a limited real estate salesperson's license,
for the sale of timeshare products in Hawaii, to Japanese national
visitors for the purposes of enhancing Japan's involvement in and
support of the Hawaii tourism industry.

Your Committee received testimony in support of this measure
from the Department of Business, Economic Development, and
Tourism; American Resort Development Association-Hawaii; and
Marriot Vacations Worldwide Corporation.




Your Committee received testimony in opposition to this measure from the Real Estate Commission.

Your Committee finds that in contrast to visitors who stay in hotels, timeshare owners are more likely to become involved in, and consistently support, the local economy, as they return to Hawaii multiple times and on a regular basis. Your Committee further finds that the State's timeshare industry desires to cultivate greater Japanese involvement; however, it has found it difficult to hire a sufficient number of licensed salespersons who are fluent in Japanese to meet the demand of the Japanese market and facilitate an increase in the number of Japanese visitors to Hawaii. By urging the real estate salesperson's examination to be administered in Japanese, this measure will promote the sale of timeshares to Japanese nationals and increase their support of the State's economy.

As affirmed by the record of votes of the members of your Committee on Economic Development and Tourism that is attached to this report, your Committee concurs with the intent and purpose of H.C.R. No. 102, H.D. 1, and recommends that it be referred to your Committee on Commerce and Consumer Protection.

Respectfully submitted on
behalf of the members of the
Committee on Economic
Development and Tourism,


LYNN DECOITE, Chair



The Senate
Thirty-Third Legislature
State of Hawai'i

Record of Votes
Committee on Economic Development and Tourism
EDT

Bill / Resolution No.:* <div style="font-size: 1.2em; font-family: cursive;">HCR 102, H01</div>	Committee Referral: <div style="font-size: 1.2em; font-family: cursive;">EDT, CPN</div>	Date: <div style="font-size: 1.2em; font-family: cursive;">4/10/2025</div>		
<input type="checkbox"/> The Committee is reconsidering its previous decision on this measure. If so, then the previous decision was to: _____				
The Recommendation is: <div style="display: flex; justify-content: space-between; align-items: flex-start;"> <div style="text-align: center;"> <input checked="" type="checkbox"/> Pass, unamended 2312 </div> <div style="text-align: center;"> <input type="checkbox"/> Pass, with amendments 2311 </div> <div style="text-align: center;"> <input type="checkbox"/> Hold 2310 </div> <div style="text-align: center;"> <input type="checkbox"/> Recommit 2313 </div> </div>				
Members	Aye	Aye (WR)	Nay	Excused
DECOITE, Lynn (C)	✓			
WAKAI, Glenn (VC)	✓	✓		
FUKUNAGA, Carol	✗			
KIM, Donna Mercado				✓
AWA, Brenton				✓
TOTAL	2	1	0	2
Recommendation: <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <input checked="" type="checkbox"/> Adopted <input type="checkbox"/> Not Adopted </div>				
Chair's or Designee's Signature:				
Distribution: <div style="display: flex; justify-content: space-between; margin-top: 5px;"> <div style="text-align: center;">Original File with Committee Report</div> <div style="text-align: center;">Yellow Clerk's Office</div> <div style="text-align: center;">Pink Drafting Agency</div> <div style="text-align: center;">Goldenrod Committee File Copy</div> </div>				

*Only one measure per Record of Votes



Measure Title: STRONGLY URGING THE REAL ESTATE COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR PURPOSES OF ISSUING A LIMITED REAL ESTATE SALESPERSON'S LICENSE, FOR THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO JAPANESE NATIONAL VISITORS FOR THE PURPOSE OF ENHANCING JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM INDUSTRY.

Report Title: Real Estate Salesperson's Examination; Japanese Language; Timeshare Products

Description:


Companion: HR98

Package: None

Current EDT, CPN
Referral:

Introducer(s): TAM

<u>Sort by Date</u>		Status Text
4/23/2025	H	Resolution adopted in final form.
4/23/2025	H	Returned from Senate (Sen. Com. No. 869).
4/23/2025	S	Report and Resolution Adopted. Aye(s) with reservations: none. Noes, 1 (Senator(s) Awa). Transmitted to House.
4/22/2025	S	One Day Notice 04-23-25
4/22/2025	S	Waived referral to CPN.
4/14/2025	S	Report adopted, referred to CPN.
4/14/2025	S	Reported from EDT (Stand. Com. Rep. No. 1876), with recommendation of referral to CPN.
4/10/2025	S	The committee(s) on EDT recommend(s) that the measure be PASSED, UNAMENDED. The votes in EDT were as follows: 3 Aye(s): Senator(s) DeCoite, Wakai; Aye(s) with reservations: Senator(s) Fukunaga ; 0 No(es): none; and 2 Excused: Senator(s) Kim, Awa.
4/7/2025	S	The committee(s) on EDT has scheduled a public hearing on 04-10-25 1:01PM; Conference Room 229 & Videoconference.
4/4/2025	S	Referred to EDT, CPN.

4/4/2025	S	Received from House (Hse. Com. No. 525).	
4/3/2025	H	Adopted as amended in HD 1 with none voting aye with reservations; Representative(s) Garcia, Iwamoto, Muraoka, Pierick voting no (4) and Representative(s) Cochran, Woodson excused (2).	
4/3/2025	H	Reported from CPC (Stand. Com. Rep. No. 1829) as amended in HD 1, recommending adoption.	
4/1/2025	H	The committee on CPC recommend that the measure be PASSED, WITH AMENDMENTS. The votes were as follows: 6 Ayes: Representative(s) Matayoshi, Chun, Ichiyama, Kong, Lowen, Marten; Ayes with reservations: none; 2 Noes: Representative(s) Iwamoto, Pierick; and 2 Excused: Representative(s) Ilagan, Tam.	
3/28/2025	H	Resolution scheduled to be heard by CPC on Tuesday, 04-01-25 2:00PM in conference room 329 VIA VIDEOCONFERENCE.	
3/27/2025	H	Report adopted; referred to the committee(s) on CPC with none voting aye with reservations; Representative(s) Garcia, Muraoka, Pierick voting no (3) and Representative(s) Hashem, Hussey, Templo, Ward excused (4).	
3/27/2025	H	Reported from TOU (Stand. Com. Rep. No. 1583), recommending referral to CPC.	
3/20/2025	H	The committee on TOU recommend that the measure be PASSED, UNAMENDED. The votes were as follows: 5 Ayes: Representative(s) Tam, Templo, Holt, Ilagan, Todd; Ayes with reservations: none; 0 Noes: none; and 2 Excused: Representative(s) Hussey, Matsumoto.	
3/17/2025	H	Resolution scheduled to be heard by TOU on Thursday, 03-20-25 10:00AM in conference room 423 VIA VIDEOCONFERENCE.	
3/14/2025	H	Referred to TOU, CPC, referral sheet 22	
3/7/2025	H	Offered	

S = Senate | H = House | D = Data Systems | \$ = Appropriation measure | ConAm = Constitutional Amendment

Some of the above items require Adobe Acrobat Reader. Please visit [Adobe's download page](#) for detailed instructions.

HCRI02 HD1



ONLINE LEARNER'S PERMIT TEST

If you are 15 years and 6 months of age or older, you can take the written test for a learner's permit to drive in Hawai'i online. All counties are participating in a new program to allow applicants to take the knowledge test from the comfort of your home, in a classroom or just about anywhere. Note: you must meet technology requirements and visit a drivers licensing center to complete the process.

HOW IT'S DONE

- To take the test online, you **must** have an internet-connected desktop or laptop computer with a mouse (or mouse-pad controlled cursor), keyboard and a functioning webcam. ***No cell phone, tablet or touchscreen device may be used.***
- Using a web browser, go to <https://knowtodrive.com/hawaii>
- Pay the fee for your county online by credit card.
- You must provide identity registration information that includes first name, last name, street address, city, state, zip code, date of birth and last five digits of the applicant's social security number.
- ***Applicants under the age of 18 must have an adult over the age of 18 present to participate in the registration process.*** The responsible adult will be required to provide first name, last name, date of birth, last five digits of their social security number, and a valid driver's license number. During the testing, the adult must stay out of view of the webcam.

- The 25-question test is currently offered in English and Spanish, and has a one hour time limit to complete.
- During the examination, the applicant may not look to the side or navigate away from the test screen.
- Upon successful completion of the test, schedule an appointment with a county driver licensing center. You have 30 days after passing the test to complete the [requirements](#) and present ALL needed documentation to obtain a learner's permit.



COUNTY SITES

City and County of Honolulu

<https://www8.honolulu.gov/csd/services-and-locations/>

Hawaii County

<http://www.vrl.hawaiicounty.gov/driver-s-licensing/online-written-test>

Kauai County

<http://www.kauai.gov/government/departments-agencies/finance/drivers-licensing-and-motor-vehicles/online-permit-test-next-steps>

(<http://www.kauai.gov/government/departments-agencies/finance/drivers-licensing-and-motor-vehicles/online-permit-test-next-steps>)

TECHNICAL ASSISTANCE

For technical assistance contact the testing provider, Intellectual Technology Inc., with questions about the testing system at:

HIK2DOnlineSupport@iti4dmv.com

COUNTY DRIVER'S LICENSING OFFICES AND CONTACT INFORMATION

City and County of Honolulu

<https://www.honolulu.gov/cms-csd-menu/site-csd-sitearticles/26204-services-and-locations-listings.html>

Maui County

<https://mauicounty.gov/1328/Motor-Vehicle-Licensing>

Hawaii County

<https://www.hawaiicounty.gov/departments/finance/vehicle-registration-licensing>

Kauai County

<https://www.kauai.gov/DriversLicense>



Department of Customer Services

Ka 'Oihana Lawelawe Kupa

Online Learner's Permit Test



Taking the written test for a learner's permit to drive in Hawaii can now be accomplished in the comfort of your home, in a classroom or just about anywhere! Thanks to a new program, taking the written test can be done conveniently online! Test first, then go to a driver licensing center to complete the paperwork.

[TAKE THE TEST](#)



keyboard and a functioning webcam. ***No cell phone, tablet or touchscreen device may be used.***

- Using a web browser, go to <https://knowtodrive.com/hawaii>.
- The cost is the county fee plus \$10, so in the City and County of Honolulu for the test is \$12 (\$2 city and county fee, \$10 combined transaction and credit card fee), payable only online by credit card. The fee for Hawaii County is \$11 (\$1 county fee plus \$10 transaction), Kauai County is \$20 (\$10 county fee plus \$10 transaction), and Maui County is \$25 (\$15 county fee plus \$10 transaction).
- You must provide identity registration information that includes first name, last name, street address, city, state, zip code, date of birth and last five digits of their social security number.
- ***Applicants under the age of 18 must have an adult over the age of 18 present to participate in the registration process.*** The responsible adult will be required to provide first name, last name, date of birth, last five digits of their social security number, and a valid driver's license number. During the testing, the adult must stay out of view of the webcam.
- **The 30 question test is currently offered in English and Spanish, and has a one hour time limit to complete.** ←
- During the examination, the applicant may not look to the side or navigate away from the test screen.
- Upon successful completion of the test, schedule an appointment with a driver licensing center at AlohaQ.org. You have 30 days after passing the test to complete the **requirements** and present ALL needed documentation to obtain a learner's permit.



Frequently Asked Questions

— Who can take the Online Learner's Permit Test?

Any Hawaii resident who needs to take the written test.

+ Why is it important to provide identity information?

+ What is the cost of the Online Learner's Permit Test?

+ How much time is allowed to complete the online test?

+ What internet-connected devices may I use to take the test?

+ What happens if the testing instructions are not followed?

+ Who do I contact for technical assistance?



- + **After I take and pass the Online Learner's Permit Test, do I need to schedule an appointment at a driver licensing center?**
- + **What information do I need to take to the driver licensing center?**
- + **What precautions are available to ensure the integrity of the test results?**
- + **Is the online test the only way to take the written test?**
- + **I have issues with reading, can the questions be read to me?**

Kim Hashiro

Director (*Po'o*)

Megan Johnson

Deputy Director (*Hope Po'o*)

📍 Kapalama Hale

925 Dillingham Blvd.

#257

Honolulu, HI 96817

✉️ csd@honolulu.gov

Policy

[Privacy Statement](#)

[Accessibility Policy](#)

[Diversity Statement](#)



**CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

May 30, 2025

Registration/Certification

Effective Date

Courses

"Lead Awareness and Compliance"
(3 credits) (The CE Shop, LLC/ARELLO)

04/03/2025

"Green Designation: The Intersection of Real Estate and Sustainability"
(12 credits) (Franklin Energy Services, LLC/National)

04/22/2025

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON MAY 30, 2025

<u>Brokers – Individual</u>	<u>Effective Date</u>
Allen S Hanaike	03/28/2025
aka Allen Hanaike	
Chelsey Nohelani Alvarez	03/28/2025
Moses Young Kahalekulu	04/02/2025
aka Moses Kahalekulu	
Evan Blazso Rock	04/03/2025
aka Evan B Rock	
Bixia Lin	04/07/2025
Maria Corazon Eligio Agliam	04/09/2025
aka Cora Agliam	
Eric James Pascual	04/10/2025
Wei Yang	04/10/2025
Kimberly Ann Sloan	04/10/2025
Kristine Nicole Dugan	04/16/2025
aka Kristine Dugan	
Huifeng Zhu	04/16/2025
aka Judy Zhu	
Albert S Kurisu	04/16/2025
Katie McKenna St Onge	04/25/2025
aka McKenna St Onge	
John Richard Clay	04/25/2025
aka John Clay	
Christie Dawn Hayes	04/25/2025
aka Birdie Hayes	
Rebecca Wilson	04/29/2025
aka Becky Wilson	
Jooyun Claire Chung	05/05/2025
aka Claire Chung	
Jennifer Simon Carey	05/06/2025
Cherie Harue Furuta Dang	05/08/2025
aka Cherie H Dang	
 <u>Salesperson – Individual</u>	 <u>Effective Date</u>
Blaze Keka Ryder	04/04/2025
aka Blaze Ryder	
Tyler Ray Gaumond	04/08/2025
aka Tyler Gaumond	
Viktor Stanislavovich Polikarpov	04/09/2025
aka Viktor Polikarpov	
Lea Manon Lijoi Godfrey	04/09/2025
aka Lea Godfrey	
Victoria Lynn Cain Price	04/10/2025
Alexander Dean Ibarra	04/10/2025
Savannah Genesis Shimizu	04/11/2025
aka Savannah G Shimizu	

William Tangianau Numanga aka William T Numanga	04/11/2025
Michaela C. Pratt aka Michaela Pratt	04/11/2025
Alexandra Perez	04/11/2025
Andrew Lee Norton aka Andrew Norton	04/11/2025
Dylan James West aka Dylan West	04/14/2025
John Michael Hines aka John M Hines	04/14/2025
Yohei Egashira	04/14/2025
Cortney Roshe Wright aka Cortney Wright	04/14/2025
Haley Elizabeth DeForest aka Haley DeForest	04/14/2025
Brayden Alexander Bullen aka Brayden Bullen	04/14/2025
Michael John Farrell aka Mike Farrell	04/15/2025
Victoria Jane Lhote aka Victoria Lhote	04/15/2025
Richard Suk Ko aka Richard Ko	04/15/2025
Hilary S Cabana aka Hilary Cabana	04/15/2025
Anna Camille Householder aka Cami Householder	04/16/2025
Vaihere Hutia Otare aka Vaihere Otare	04/17/2025
Hilrary Dawn Fonua aka Hilrary Fonua	04/17/2025
Alexander Matthew Ah Sue aka Alex Ah Sue	04/17/2025
Venessa Joy Sumpter	04/17/2025
Matthew Gaskill	04/21/2025
Weili Geng	04/21/2025
Ye Zhang Stanton aka Ye Z Stanton	04/21/2025
Jacob Samuel Breuner aka Jacob Breuner	04/21/2025
Nicole Marie Wood aka Nicole Wood	04/21/2025
Carolyn Hollis Welton aka Holly Welton	04/21/2025
Elizabeth Caroline Randle aka Caroline Randle	04/21/2025
Joseph C A Musto aka Joey Musto	04/21/2025
Bailey Mckenna Breetz aka Bailey Breetz	04/21/2025

Geily Lalaine Pascual Cabadeana aka Geily Cabadeana	04/21/2025
Mina Ganapathy	04/23/2025
William Michael Shimomura	04/23/2025
Valerie Kunani Koleka Bascar-Fernandez aka Valerie Bascar-Fernandez	04/23/2025
Matthew Byron Foster aka Matthew Foster	04/23/2025
Steven Matthew Thierfeld aka Steven M Thierfeld	04/24/2025
Andrew Uchi Aquino	04/24/2025
Lily Brooke Fredericksen	04/24/2025
Baron Quon Pang Kaimana Chang Jr. aka Kaimana Chang	04/25/2025
Jadrienne Blu Johnson aka J J Johnson	04/25/2025
Osman Muhammad Shahid aka Osman Shahid	04/25/2025
Kate Shane Middleton aka Kate Middleton	04/25/2025
Stephanie Tomiko McDonald	04/25/2025
Mia Dori-Ann Lily Lesseos aka Mia Lesseos	04/25/2025
Thomas Michael Allen	04/28/2025
Jennifer Leilani Kealaula Okamalamalama Hegerfeldt	04/28/2025
Jared Craig Thompson	04/28/2025
Shari Lee Casandra Stewart aka Cassie Stewart	04/29/2025
Thomas Patrick Neill aka Thomas Neill	04/29/2025
Cassi Lynne Burks	04/30/2025
Alohilani Kawailehua Washburn aka Alohilani Washburn	05/01/2025
Susan E Granborg	05/01/2025
Robert Eugene Hanley aka Bob Hanley	05/01/2025
Maureen Kay Cole aka Maureen Cole	05/01/2025
Sara Marie Samples	05/02/2025
Tanner E Kimura aka Tanner Kimura	05/02/2025
Michael Sterling Hubbard aka Michael S Hubbard	05/02/2025
Melissa L. Daisley aka Melissa Daisley	05/05/2025
Anna Nevtonova	05/05/2025
Tasiaeafe Simon Sua aka Tasi Sua	05/05/2025
Andrew Gordon Church aka Andrew Church	05/06/2025

Brian James Cambier aka Brian Cambier	05/06/2025
Marc Keoni Bratland aka Marc Bratland	05/07/2025
Lyndsey Mull Gordon aka Lyndsey Gordon	05/07/2025
Michael Louis Aloysius Thiebaut aka Michael Thiebaut	05/07/2025
Ikue Nakajima	05/07/2025
Amanda Jeanene Cummins aka Amanda Cummins	05/07/2025
Darren M Sueoka aka Darren Sueoka	05/08/2025
Winnie Sophia Tsang aka Winnie Tsang	05/08/2025
Christopher Hardesty Garth	05/08/2025
Benjamin Dylan Horsman	05/08/2025
Cooper Daniel Coe aka Cooper Coe	05/08/2025
Matthew David Buck aka Matthew Buck	05/08/2025
Pamela Jo Kalehuawehe aka Pam Kalehuawehe	05/09/2025
Montana Miranda Moonstone Martinez aka Montana Martinez	05/09/2025
Aya Anna Maniwa aka Anna Maniwa	05/09/2025
Sandra Johnson McCovy	05/09/2025
Natalie Silva	05/09/2025
Tamra Leilani Wilkerson aka Tamra Wilkerson	05/12/2025
Raoul Shah	05/12/2025
Cosmin Tamas	05/12/2025
Keishi Takashima	05/12/2025
Sushmita Pariyar	05/12/2025
Kanoa Kelly Dilcher aka Kanoa Dilcher	05/12/2025
Kristen Lawrie Dantono aka Kristen L Dantono	05/12/2025
<u>Brokers – Corporations and Partnerships</u>	<u>Effective Date</u>
Next Up Inc. dba Next Up Realty Heather Chase, PB	04/30/2025
<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
Akamai Listings LLC Gregory J Pelayre, PB	03/25/2025
JP Realty LLC Jeannie B Park, PB	04/03/2025
De Gracia Ohana Realty LLC Evelyn N De Gracia, PB	04/04/2025

Debbie Wong Real Estate LLC dba Debbie Wong Real Estate Debbie Wong, PB	04/07/2025
Papazian Properties LLC Diana Papazian, PB	04/10/2025
ZT Hawaii LLC Larry Hancock, PB	04/15/2025
HRAB LLC dba Hawaii Referral Agent Benjamin Gilholm, PB	04/23/2025
Happy Vacations LLC dba Agora Hawaii Brent D Foster, PB	05/12/2025

<u>Branch Office</u>	<u>Effective Date</u>
Aloha Sotheby's International Realty Inc	04/01/2025
HawaiiCarolyn LLC aka Nexthome Coconut Island Realty	05/01/2025
Rainbows And Homes Inc	05/06/2025

<u>Trade Name</u>	<u>Effective Date</u>
Anthony Caronna Island Properties LLC dba Anthony Caronna Real Estate	04/15/2025
Hawaiian Vacation Rentals LLC dba Maui Luxury Resorts dba Grand Welcome	04/30/2025

<u>Legal Name Change (Individual)</u>	<u>Effective Date</u>
Alyssa Kai Gabriel nka Alyssa Kai Ferreira fka Alyssa Kai Gabriel	03/21/2025
Jeffrey Scott Shattuck nka Jeffrey Hohonukai Skye fka Jeffrey Scott Shattuck	04/01/2025
Krista Lynn Larsson nka Krista Lynn Wolf fka Krista Lynn Larsson	04/04/2025
Sejal Jayantilal Megill nka Sejal Jayantilal Patel fka Sejal Jayantilal Megill	04/07/2025
Courtney S Trommlitz nka Courtney Sue Ostrander fka Courtney S Trommlitz	04/14/2025
Dwaynnalynn K Anzai nka Dwaynnalynn K Ng fka Dwaynnalynn K Anzai	04/30/2025
Stephanie L Tambaoan nka Stephanie Bantolina fka Stephanie L Tambaoan	04/30/2025

<u>License Name Change (Individual)</u>	<u>Effective Date</u>
Alyssa K Gabriel nka Alyssa Kai Ferreira fka Alyssa K Gabriel	03/21/2025
Megan Lee Franks aka Megan Franks	03/26/2025
Carol Y Hayashi aka Carol Yanagi Hayashi	03/27/2025
Brynn T Bailey nka Brynn Bailey fka Brynn T Bailey	03/31/2025
Jeff Shattuck nka Jeffrey Hohonukai Skye fka Jeff Shattuck	04/01/2025
Benjamin Kaikea Ferris aka Benny Ferris fka Benjamin K Ferris	04/03/2025
Krista Larsson nka Krista Wolf fka Krista Larsson	04/04/2025
Erika Prowse nka Rikki Prowse fka Erika Prowse	04/23/2025
Anthony Thomas Muscio aka Tony Muscio	04/24/2025
Dwaynnalynn K Anzai nka Kahea Ng fka Kahea Anzai	04/30/2025
Stephanie Tambaoan nka Stephanie Bantolina fka Stephanie Tambaoan	04/30/2025
Pamela Ashburn aka Pam Ashburn	05/05/2025

<u>Educational Equivalency Certificate</u>	<u>Expiration Date</u>
Alexandria Pace Reeves	04/14/2027
Aaron Michael Boston	04/14/2027
Monte R Palmer	04/15/2027
Nicolette Bautista Smith	04/16/2027
Jason Lee Kitchens	04/21/2027
Roberto Vannuchi	04/21/2027
Nixon Conalin Leon	04/22/2027
Kristen Lawrie Dantono	04/23/2027
Nancy McIntyre Miller	04/23/2027
Jeffrey Allen Miller	04/23/2027
Aurora Lublin	04/24/2027
Crystell Harris	04/24/2027
Raul Bezerra Nogueira	04/28/2027
James Braxton Forrest	04/30/2027
William Michael Futrell	04/30/2027
Felix Jason Sandoval	04/30/2027
Crystal Hefner	05/01/2027

Marie Sweetland	05/02/2027
Teresa Leann Christensen	05/02/2027
Jamie Andre del Amo	05/05/2027
Nancy Miranda	05/06/2027
Gia Tiffany Dalmacio	05/07/2027
Dustin Scott Wyatt	05/13/2027
Nicholas George Aemisegger	05/13/2027
David Katsuya Torigoe	05/13/2027
Tawanda Shante' Auston	05/13/2027

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Alexandria Pace Reeves	04/14/2027
Aaron Michael Boston	04/14/2027
Monte R Palmer	04/15/2027
Jason Lee Kitchens	04/21/2027
Roberto Vannuchi	04/21/2027
Nixon Conalin Leon	04/22/2027
Kristen Lawrie Dantono	04/23/2027
Nancy McIntyre Miller	04/23/2027
Jeffrey Allen Miller	04/23/2027
Aurora Lublin	04/24/2027
Crystell Harris	04/24/2027
Raul Bezerra Nogueira	04/28/2027
William Michael Futrell	04/30/2027
Felix Jason Sandoval	04/30/2027
Crystal Hefner	05/01/2027
Marie Sweetland	05/02/2027
Teresa Leann Christensen	05/02/2027
Jaime Andre del Amo	05/05/2027
Nancy Miranda	05/06/2027
Gia Tiffany Dalmacio	05/07/2027
Dustin Scott Wyatt	05/13/2027
Nicholas George Aemisegger	05/13/2027
Tawanda Shante' Auston	05/13/2027

Real Estate Broker Experience Certificate

Expiration Date

Emi Yokouchi-Delgadillo Koyano	04/11/2027
Aaron Michael Boston	04/14/2027
Hebron M Ellis	04/14/2027
Hitoshi Otsuka	04/15/2027
Yosuke Maeda	04/15/2027
Cherie Harue Furuta Dang	04/21/2027
Roberto Vannuchi	04/21/2027
Barbara K Takeuchi	04/22/2027
Miki Kitamura	04/23/2027
Crystell Harris	04/24/2027
Scarlett Aurora Mraz Anderson	04/28/2027
Jeremy Seamster	04/29/2027
Johanna Allison	04/30/2027
William Michael Futrell	04/30/2027
Zion Nalu Nicholson	05/02/2027
Alina Spataru	05/06/2027

Maurice Rodrigues
Juniper Marie Adler
Jasmine-Victoria Akiko Crusat
David John Hubbard

05/07/2027
05/12/2027
05/14/2027
05/14/2027

Condominium Hotel Operator
Crescent Hotel Management Services LLC

Effective Date
05/05/2025