

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

AGENDA

Date: Friday, June 26, 2026
Time: 9:00 a.m.
Place: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

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

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

Members of the public may attend the meeting in person at 335 Merchant Street, in the Queen Liliuokalani Conference Room. Subject to the availability of 'Ōlelo personnel, members of the public may also view the meeting by internet live streaming at <https://olelo.org/tune-in/channels/>, and by televised live broadcast on 'Ōlelo TV (scheduled for channel 49, but subject to change).

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

1. Call to Order, Public Notice, Quorum
2. Chair's Report
3. Executive Officer's Report
 - a. Announcements
The Commission shall afford all interested persons an opportunity to submit data, views, or arguments, in writing, on any agenda item and shall provide all interested parties an opportunity to present oral testimony on any agenda item subject to the conditions set forth in Section 16-99-83, HAR. The Commission may remove any person or persons who willfully disrupt a meeting to prevent and compromise the conduct of the meeting in accordance with Section 92-3, HRS.
 - b. Minutes of Previous Meeting – May 29, 2026
4. Committees and Program of Work

If you need an auxiliary aid/service or other accommodation due to a disability, contact Miles Ino, Executive Officer, at (844) 808-3222, Ext. #1, then #8 or at hirec@dcca.hawaii.gov, as soon as possible, preferably within two (2) business days of the meeting. If a response is received after that date, we will try to obtain the auxiliary aid/service or accommodation, but we cannot guarantee that the request will be fulfilled. Upon request, this notice is available in alternate formats such as large print, Braille, or electronic copy.

- a. Laws and Rules Review Committee
 - 1) Program of Work, FY27 – Commissioners’ Education Program: News from Office of Information Practices (OIP): Testimony Guidance for Boards Subject to the Sunshine Law
 - b. Education Review Committee
 - 1) Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a) Administrative Issues – Continuing Education Providers and Courses Ratification List
 - b) Continuing Education Core Course – Final, Core B 2025-2026; Title – “Get Real: Manage/MisManage!”; Everett Kaneshige, developer
 - c) Course – “Policy, Power, & Property: Understanding Hawaii’s Governance”; Author/Owner – Jill Fukumoto and Perry Arrasmith; Provider – Poha School of Real Estate; Course Category – Real Estate Law, Other: Real Estate Policy; Clock Hours – 3
 - d) Instructor’s Development Workshop (IDW) – Real Estate Educators Association (REEA) 2026 IDW options for the 2027-2028 biennium
 - 2) Prelicensing Education Administration, Curriculum, Schools, Instructors
 - a) Administrative Issues – Prelicensing Education Schools and Instructors Ratification List
 - b) Update and Amend the Hawaii Real Estate Broker Prelicense Curriculum – Final
 - 3) Administration of Examinations
 - a) PSI – ARDA Hawaii Request - Administration of the Real Estate Salesperson’s Examination in the Japanese Language
5. Licensing and Registration – Ratification (see attached)
 6. Licensing – Applications
 - a. Brian L Emmons
 - b. Jonathan Drew Albert
 - c. Mac Robin
 - d. Tomas Scoff
 7. Chapter 91, Hawaii Revised Statutes, Adjudicatory Matters
 - a. In the Matter of the Real Estate Salesperson’s License of Adrian L. Rivera: REC 2026-0134-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order
 - b. In the Matter of the Real Estate Salesperson’s License of Makana Bonde, formerly known as Michael Makana Osborne: REC 2023-41-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission’s Final Order

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8. Next Meeting: Friday, July 24, 2026, 9:00 a.m.
Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii
9. Adjournment

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APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON JUNE 26, 2026

<u>Brokers – Individual</u>	<u>Effective Date</u>
Treena Lynn Smith	05/11/2026
Brent William Wenner aka Brent W Wenner	05/19/2026
Adam David Vaughn	05/26/2026
Jessica Margaret Oyanagi aka Jessica M Oyanagi	05/26/2026
John E Roden aka Jack Roden	06/01/2026
Michael Paul Carter	06/01/2026
Luan Duc Nguyen aka Lewis Nguyen	06/05/2026
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Alla Odowd aka London Odowd	11/09/2022
Ashley Marie Caires	03/31/2026
Erich Kaleo Aloha Ollech aka Kaleo Ollech	05/14/2026
Ashish Garg	05/14/2026
Lorraine Yoshiko Nishimoto aka Lori Nishimoto	05/14/2026
Trudy Lynne Gallagher aka Trudy Gallagher	05/14/2026
Jessica K K T Paia aka Jessica Taum Paia	05/14/2026
Matthew Urquidez Bergdorf	05/15/2026
Hector Javier Rivera aka Hector J Rivera	05/15/2026
David R Santander	05/18/2026
Matthew Kainoa Darby aka Matthew Darby	05/18/2026
Charlotte Catherine Tonneaux aka Charlotte Tonneaux	05/18/2026
Serena Juan Chen aka Serena Chen	05/18/2026
Everett Kekoa Collier	05/18/2026
Kiron Leicht Jabour aka Kiron Jabour	05/18/2026
Thomas Ka'onohiopu'uwai Kam Depontes aka Thomas Depontes	05/18/2026
Nolan James Lehman	05/18/2026
Kaya Rain Waldman	05/18/2026

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aka Kaya Waldman	
Hudson Dane Della Lucia	05/18/2026
Xueying Angela Chen	05/19/2026
aka Angela Chen	
Kristie Lynn Valentine	05/20/2026
aka Kristie Valentine	
Matthew B Swiderski	05/20/2026
Nicole Leilani Elarionoff Sauer	05/20/2026
aka Nikki Sauer	
Na Huang	05/20/2026
Koral C. Chandler	05/21/2026
Joshua Seth Hirsch	05/21/2026
aka Joshua Hirsch	
Ying Hu	05/21/2026
Desmond Isaiah Zadlo	05/21/2026
Christopher Brian Smith	05/26/2026
Nicholas Galda Comeau	05/26/2026
Teresa Leann Christensen	05/26/2026
Valerie Joane Bagwell	05/26/2026
aka Valerie J Bagwell	
Hugh Brian Brady	05/26/2026
aka Hugh Brady	
Quinn Mccabe Olson	05/26/2026
aka Quinn Olson	
Sean Robert Greene	05/26/2026
aka Sean Greene	
Brandon Dee Christensen	05/27/2026
Michael Jeffery House	05/27/2026
aka Michael House	
Jovanny Aparicio-Cuevas	05/27/2026
aka Jo Aparicio-Cuevas	
Savannah Lynn Gomes	05/27/2026
aka Savannah Gomes	
Raluca Gabriela Fallon	05/27/2026
aka Raluca Fallon	
Michael Rischel Nevins	05/28/2026
aka Michael Nevins	
Tyler Matthew Labrador	05/28/2026
aka Tyler Labrador	
Hector Gabriel Melendez Torres	05/31/2026
Elizabeth Long	06/01/2026
aka Liz Long	
John Martin Lastner	06/01/2026
aka J Martin Lastner	
Bridgett Marie Parker	06/01/2026
Amalia Kathleen Ramirez	06/01/2026

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Oscarine A Kirchner	06/01/2026
Renita L Norman	06/02/2026
aka Renita Norman	
Clifford Vory Taichan Lum	06/02/2026
dba Vory Lum	
Patrick Hwijun Kang	06/02/2026
Ian Alexander Martin	06/03/2026
aka Ian Martin	
Sally Ann Rankin	06/03/2026
Raphael Ramos	06/03/2026
Ashley Marie Bauer	06/03/2026
aka Ashley Bauer	
Marta Agata Cozzetti	06/04/2026
William Alexander Dahlman	06/04/2026
aka Alex Dahlman	
Kayla Darlene Note	06/05/2026
aka Kayla Note	
Dylan Eden Hajime Fujii	06/05/2026
aka Dylan Fujii	
Jeannie Eun Jeong Lee	06/08/2026
aka Jeannie Lee	

Brokers – Limited Liability Company (LLC)

Effective Date

Hawaii Exclusive Management LLC	05/27/2026
dba Heavenly Vacations	
Lawrence Hinkel, PB	
Moncore LLC	05/27/2026
dba Moncore Real Estate	
Monica Takabayashi, PB	
Rainstone Real Estate Group LLC	06/03/2026
Deqin Guan, PB	
Axen Realty LLC	06/08/2026
Brent William Wenner, PB	

Trade Name

Effective Date

Hey Whatz What LLC	05/15/2026
dba Team Lally	

Legal Name Change (Individual)

Effective Date

Staci L Wolff	03/27/2026
nka Staci Lynn Lininger	
fka Staci L Wolff	
Cynthia M Wright	04/28/2026
nka Cynthia Marie Hughes	
fka Cynthia M Wright	
Michael Makana Osborne	05/11/2026

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nka Makana Bonde fka Michael Makana Osborne	
Porsche Sue Kimiko Nathaniel nka Porsche Sue Kimiko Ha`o fka Porsche Sue Kimiko Nathaniel aka Porsche Ha`o fka Porsche Nathaniel	05/18/2026
Lexi Ann Hee nka Lexi Ann Lau fka Lexi Ann Hee aka Lexi Lau fka Lexi Hee	05/18/2026
Annette S A Lanting nka Annette Suzanne Adonis fka Annette S A Lanting aka Annette Suzanne Adonis fka Suzanne A Lanting	05/22/2026
Ashley M Mann nka Ashley Marie Kealohialaikalani Ing fka Ashley M Mann aka Ashley Ing fka Ashley Mann	05/28/2026
Jenny Jinhee Chong nka Jenny Jinhee Hur fka Jenny Jinhee Chong	05/29/2026
Erica Monique King-Schreur nka Erica Monique King fka Erica Monique King-Schreur aka Erica King fka Erica King-Schreur	06/02/2026
Steven W Jones nka Steven William Casillas-Jones fka Steven W Jones	06/05/2026
<u>License Name Change (Individual)</u>	<u>Effective Date</u>
Yoojeong Iyo aka Sandie Y Iyo	06/08/2026
<u>Educational Equivalency Certificate</u>	<u>Expiration Date</u>
Ernesto Manuel Aguila Jr	05/18/2028
Gregory Wayne McComb	05/21/2028
Deandra Marie Allen	05/22/2028
Grant Benjamin Evans	05/22/2028
Di Kou	05/28/2028
Brenda Mae Lehuanani Cardona	06/01/2028

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Brent Clain Weekes	06/01/2028
Mark Garrett Valencia	06/01/2028
Kim-Hee Wong	06/03/2028
Courtney Amaya	06/04/2028
David Golovin	06/08/2028
Arleen Richartz	06/10/2028
Sean Walter Frommelt	06/12/2028

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Jeremy Robert Gibbons	05/14/2028
Ernesto Manuel Aguila Jr	05/18/2028
Gregory Wayne McComb	05/21/2028
Deanndra Marie Allen	05/22/2028
Grant Benjamin Evans	05/22/2028
Di Kou	05/28/2028
Brenda Mae Lehuanani Cardona	06/01/2028
Brent Clain Weekes	06/01/2028
Jack Paul Smith	06/03/2028
Coutney Amaya	06/04/2028
David Golovin	06/08/2028
Arleen Richartz	06/10/2028
Sean Walter Frommelt	06/12/2028

Real Estate Broker Experience Certificate

Expiration Date

Darren K Wong	05/19/2028
Gregory Wayne McComb	05/21/2028
Bobbie A Favela	05/22/2028
Robyn Kelly Dutton	05/26/2028
Alesia J Borja	05/28/2028
Di Kou	05/28/2028
Koji Minami	06/01/2028
Brenda Mae Lehuanani Cardona	06/01/2028
Brent Clain Weekes	06/01/2028
Dolcy Donesa Gebauer	06/05/2028
David Golovin	06/08/2028
Miki Fujiyama	06/08/2028
Eun Chong David Hwang	06/09/2028
Raynard Luke Marquina	06/10/2028
Leiana Dorothy Milho	06/10/2028

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REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
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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. A recording of the meeting is available at the following link: <https://youtu.be/rdKtkUJhXx8>

Date: May 29, 2026

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
Russell Kyono, Broker/Kauai Commissioner
P. Denise La Costa, Broker/Maui Commissioner
Richard Emery, Broker/Honolulu Commissioner
Audrey Abe, Broker/Honolulu Commissioner
Frank Goodale, Broker/Hawaii Island Commissioner

Neil Fujitani, Supervising Executive Officer
Kristen Kekoa, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
Nohelani Jackson, Real Estate Specialist
Dathan Choy, Condominium Specialist
Lorie Sides, Condominium Specialist
Rochelle Araki, Condominium Specialist
Christopher Han, Deputy Attorney General
Lucian Saikevych, Administrative Assistant

Absent: John Love, Public Member/Honolulu Commissioner
Jennifer Andrews, 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.

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.

Commissioners Love and Andrews were excused from the meeting. Prior notification of their non-attendance was received.

Executive Officer's Report: The Commission shall afford all interested parties an opportunity to submit data,

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

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the minutes of the April 24, 2026, meeting.

Laws and Rules Review Committee

Association of Real Estate License Law Officials (ARELLO) 2026 Mid-Year Meeting Report, Louisville, Kentucky, April 14-16, 2026

Real Estate Specialist Jackson highlighted that the ARELLO 2026 Mid-Year Meeting allowed members from all jurisdictions to explore industry innovations and collaborate on modern challenges, particularly combating cheating in prelicensing and continuing education courses.

Vice Chair Senter commented on the growing prominence of Artificial Intelligence (AI) at the recent ARELLO meeting. Specifically, she pointed to New York's legislative efforts to restrict chatbots from delivering professional services, while expressing interest in an ARELLO session covering the first-ever real estate sale executed by AI.

Commissioner La Costa remarked that ARELLO conferences are very informative, and she has learned a lot by attending them.

Condominium Review Committee

Contract for Condominium Seminars and Educational Sessions – Real Estate Commission's Option to Renew its Condominium Education Seminar Contract with Community Association Institute Hawai'i Chapter (CAI Hawai'i) for Two Years Pursuant to the Same Terms and Conditions of the Existing Contract as Procured through HlePRO – State of Hawaii eProcurement System

Condominium Specialist Choy spoke about the services that Community Associations Institute Hawai'i Chapter (CAI Hawai'i) provides under its current contract with the Commission, including providing seven condominium seminars each fiscal year to unit owners of AOUOs currently registered with the Commission. He informed the Commission, that they have the option to renew the Contract with CAI Hawai'i for one year from July 1, 2026 to June 30, 2027 if they so choose as stipulated in the terms and conditions of the existing Contract procured through HlePRO – State of Hawaii eProcurement System.

Upon a motion by Commissioner La Costa, seconded by Commissioner Abe, it was voted on and carried to renew the Contract with CAI Hawai'i for another year from July 1, 2026 to June 30, 2027 as stipulated in the terms and conditions of the existing Contract procured through HlePRO – State of Hawaii eProcurement

System. Commissioner Emery disclosed that he is a member of CAI Hawai'i and therefore chose to abstain from voting.

Report on the HCCA – HPD Meeting Regarding Condominium Complaints and Complaint Intake Procedures

Condominium Specialist Araki reported that the Hawaii Council of Community Associations (HCCA) held a meeting on May 7, 2026, with Honolulu Police Department (HPD) assistant chiefs to discuss the recurring condominium and association complaints involving suspected embezzlement, misuse of funds, harassment, threats, service-animal issues, and related complaint intake procedures. Many of these matters require more than a patrol-level response because they may involve invoices, checks, financial statements, bank records, audits, and board actions that need further review. Patrol officers can take initial information, prepare a report when appropriate, and forward the matter to detectives for further investigation. The recommendations from the meeting included: routing suspected financial misconduct through patrol intake and detective review, encourage complainants to submit documentation rather than only verbal allegations, coordinating with the Attorney General's office and prosecutors on training and intake guidance, and developing an educational handout or "condo-insider" guide for boards and officers.

Commissioner La Costa asked if there was a breakdown presented at the meeting regarding what the most common condominium complaints were.

Condominium Specialist Araki responded that embezzlement was one of the primary concerns raised.

Commissioner Abe commented that condominiums should have their own internal auditors to look into white collar crimes.

Condominium Specialist Araki added that because auditors are typically retained through the management company, maintaining independent auditing processes supports a complete, objective, and thorough financial review.

Commissioner Emery commented that it is required that a condominium conduct an audit if there are more than 20 units, by an independent certified public accountant. He said that associations are also required to buy a crime policy to protect them in the event of a financial loss. Commissioner Emery went on to say that "there are safeguards in place today to protect the associations from financial loss due to crime."

Condominium Specialist Araki added that there is also a need to train condominium board members to identify discrepancies in financial documents.

Commissioner Abe commented on the lack of oversight of condominium board members to solve financial issues that arise. She also mentioned that it is expensive to hire a certified public accountant, but it is something that condominiums should consider doing.

Vice Chair Senter asked how the Real Estate Branch staff got involved in this meeting.

Condominium Specialist Araki responded that HCCA invited the Real Estate Branch staff “to speak to the kinds of complaints the Real Estate Branch staff receives for condominium unit owners.” She added that the meeting reflected a need for better coordination between HCCA, HPD, and prosecutorial partners to address owner needs and concerns.

Chair Yamane asked if the meeting was “well attended.”

Condominium Specialist Araki mentioned that attendance mainly consisted of HCCA and HPD members.

Vice Chair Senter asked about the Commission's responsibilities in this matter other than providing educational materials. She also mentioned that investigation matters would be a RICO responsibility, as RICO has the authority to investigate licensed managing agents.

Commissioner Emery commented that “twenty percent of Hawaii's condos don't have a managing agent or a licensed real estate broker, twenty percent are quote self-managed.”

Commissioner Abe noted that it is hard to prove white collar crime and there needs to be substantial evidence already present in order for an investigation to be conducted.

Vice Chair Senter reiterated that the support from the Commission would be in the form of education and “legislative lobbying changes.”

Education Review Committee

Administrative Issues – Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Emery, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve the continuing education providers and courses ratification list.

Continuing Education Core Course – 2nd Draft, Core B 2025-2026; Everett Kaneshige, developer

Upon a motion by Commissioner Abe, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the 2nd Draft of the 2025-2026 continuing education Core B course.

Course – “From Curious to Committed: Helping Buyers Navigate Pre-Qualification and Pre-Approval”; Author/Owner – Megan Stevenson; Preferred Systems, Inc.; Provider – Preferred Systems, Inc.; Course Category – Finance; Clock Hours – 3

Chair Yamane indicated that this course was previously deferred by the Commission and sent back to the author for revisions.

Commissioner La Costa commended the readability of the course packet slides.

Upon a motion by Commissioner La Costa, seconded by Commissioner Goodale, it was voted on and unanimously carried to approve the course “From Curious to

Committed: Helping Buyers Navigate Pre-Qualification and Pre-Approval” as a 3-credit hour continuing education elective course under the course category - finance.

Update and Amend the Hawaii Real Estate Broker Prelicense Curriculum – 2nd Draft

Upon a motion by Commissioner Goodale, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve the 2nd Draft of the updated and amended Hawaii Real Estate Broker Prelicense Curriculum.

Instructor’s Development Workshop (IDW) – Response to Request for Quotes (RFQ) for the 2027-2028 biennium

Senior Real Estate Specialist Kekoa reported that a Request for Quotes (RFQ) was posted to the HlePRO – State of Hawai’i eProcurement System, as required, and that one response was received. The proposal was before the Commission for their review.

Upon a motion by Commissioner Emery, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the solicitation proposal received from the Hawaii Association of REALTORS® to produce and deliver IDW(s) for the 2027-2028 biennium.

Licensing –
Ratification:

Licensing and Registration - Ratification

Upon a motion by Commissioner Emery, seconded by Commissioner Kyono, it was voted on and unanimously carried to ratify the May 29, 2026, Approved Applications List.

Executive Session:

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

Licensing –
Application:

Carl Spencer Krendel

After due consideration of the information presented by the applicant, Commissioner Emery made a motion to most likely approve the real estate salesperson’s license application of Carl Spencer Krendel. Vice Chair Senter seconded the motion. Commissioners Emery, Senter, Abe, Goodale, Kyono and Yamane voted aye. Commissioner La Costa abstained from the vote. The motion carried.

Tomas Schoff

After due consideration of the information presented by the applicant, Commissioner Abe moved to grant a conditional real estate broker license to Tomas Schoff upon the condition that he shall not serve as principal broker or broker-in-charge for any brokerage in the State of Hawaii for two (2) years. Upon satisfaction of conditions, Mr. Schoff must submit a written request to staff if he desires to have conditions removed. Commissioner Emery seconded the motion. The motion was voted on and unanimously carried.

The conditional real estate broker license is **approved** for the Applicant, subject to the following conditions:

1. Until such time these conditions are removed, the Applicant shall work for at least two years under the supervision of a Principal Broker and during this time shall not supervise any other licensees.
2. That failure to provide written notice within 30 days to the licensing authority of any judgment, award, disciplinary sanctions, order, or other determination, which adjudges or finds that the licensee is civilly, criminally or otherwise liable for any personal injury, property damage or loss caused by the licensee's conduct in the practice of the licensee's profession or vocation shall be grounds for revocation of license.
3. That the Applicant shall inform the PB, sole proprietor real estate broker, or BIC of a real estate branch office with whom the Applicant associates that the Applicant holds a conditional real estate salesperson license and may only practice pursuant to certain terms of the conditional license. The Applicant shall present to the Applicant's PB, sole proprietor real estate broker, or BIC of a real estate branch office a copy of the Commission-issued conditional letter. The Applicant shall ensure that the PB, sole proprietor real estate broker, or BIC of a real estate branch office acknowledges the terms of the Applicant's conditional license by signing and returning a signed copy of the conditional letter to the Commission.
4. That **ALL** changes of association and/or employment by Applicant to another real estate broker shall be submitted in writing to the Commission. The new PB, sole proprietor real estate broker, or BIC of a real estate branch office shall acknowledge the terms of the Applicant's conditional license within ten (10) days of the change by submitting a completed Change Form along with a copy of the conditional letter signed by the new PB. Failure to attach the signed conditional letter by the new PB may result in disciplinary action.
5. That upon satisfaction of the aforementioned conditions, the Applicant must submit a written request to the Commission if the Applicant desires to have the conditions removed.

Black Label Commercial Corp. dba American Dream Homes Hawaii

Commissioner Abe moved to defer the application until a principal broker could be identified. Commissioner Emery seconded the motion. The motion was voted on and unanimously carried.

Next Meeting: Friday, June 26, 2026

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 10:46 a.m.

Reviewed and approved by:

Neil Fujitani
Supervising Executive Officer

June 4, 2026

Date

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

NF:ls

DRAFT

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON MAY 29, 2026

<u>Brokers – Individual</u>	<u>Effective Date</u>
Richard Stephen Hoag aka Richard Hoag	03/18/2026
Mary S Y Lagundimao	03/30/2026
Kelli K Miller aka Kelli Miller	04/01/2026
Yukari K Azuma aka Yukari Azuma	04/01/2026
Lorena D Clever aka Lorena Clever	04/02/2026
Kerstan Pomaika'iokalani Ho	04/07/2026
Megan Crystal Kinoshita aka Megan Kinoshita	04/07/2026
Marlisa Cheri Maile Oshiro aka Marlisa Oshiro	04/15/2026
Jennifer Holly Easterly	04/20/2026
Deanna Lin Davis-Alexander aka Deanna Davis	04/20/2026
Jude Ann Rasmus	04/21/2026
Dallas Alexander Stone aka Dallas Stone	04/29/2026
Jordan Christopher Brant	04/30/2026
Clark Kainui Kahawaii	05/01/2026
<u>Salesperson – Individual</u>	<u>Effective Date</u>
David Scott Thomson	03/30/2026
Tony El Fata	03/30/2026
Letizia De Lannoy Kobayashi	03/30/2026
Aina Ogawa	03/30/2026
Tyler Takeshi Makabe aka Tyler Makabe	03/31/2026
Melrose Blake-Bethea	03/31/2026
Sky Namolokama Ross aka Sky Ross	04/01/2026
Joseph Peter Scarola	04/01/2026
Hanayo Izumoto	04/02/2026
Summer Rose Thomas aka Summer Thomas	04/02/2026
Demi-Alyse Terina Tiqui	04/06/2026
Armando Joel Perez aka Armando Perez	04/06/2026
Solomon Wolpow Simmers aka Sol Simmers	04/06/2026
Amber Kilinoe Ikalani aka Kilinoe Ikalani	04/07/2026
David Harold Rhea	04/07/2026
Daniel Wayne Pursley aka Daniel Pursley	04/07/2026
Gloryann Corpuz Justo aka Gloryann Justo	04/08/2026
Sadie Von Eggers	04/08/2026

Jada V Holt aka Jada Holt	04/08/2026
Ashli Spillane Thompson	04/08/2026
Kalia Rose-Kanakolu Keawe aka Kalia Keawe	04/09/2026
Emmanuel P Edouard aka Emmanuel Edouard	04/09/2026
Markus Nathaniel Willard aka Markus Willard	04/09/2026
Javelin Tsyuko Carvalho aka Javelin T Carvalho	04/13/2026
Olivia Katharine Arnau	04/13/2026
Raymond Scott White aka Ray White	04/13/2026
Jessica Marie Kjeldrun Craft	04/13/2026
Holly Rhiannon Zamora aka Holly R Zamora	04/14/2026
Brent-Makoa Kaihelelepio Akana aka Makoa Akana	04/14/2026
Elizabeth Joan Allred aka Elizabeth Allred	04/15/2026
Joseph Glynn Kunkel aka Joe Kunkel	04/15/2026
Chelsea Elizabeth Swank aka Chelsea Swank	04/15/2026
Dylan Scott Hernandez aka Dylan Hernandez	04/15/2026
Nicholas Masao Nakamoto aka Nicholas Nakamoto	04/16/2026
Yasna S Zamani aka Yasna Zamani	04/16/2026
Rebecca Justine Iolani Soon aka Rebecca Soon	04/16/2026
Zena T Johnson aka Zena Johnson	04/17/2026
Amrit Daswani aka Adam Daswani	04/17/2026
Justin Tae Hyun Kim	04/17/2026
Ana Carolina Shakespear aka Ana Shakespear	04/20/2026
Lany Dilaida Velador Rodriguez aka Lany Dilaida Rodriguez	04/20/2026
Alicia Gay Gasmen aka Alicia G Gasmen	04/20/2026
Mariko Caroline Lee aka Mariko Lee	04/20/2026
Nozomi Takahashi Lindemann aka Nozomi Lindemann	04/20/2026
Grecita Bonifacio Tupaz	04/20/2026
Stephanie Elizabeth Kessner aka Stephanie E Kessner	04/21/2026
John Taylor Polhemus	04/21/2026
Amber Louise Soria	04/21/2026

aka Amber Soria	
Caitlin Brianne Dettloff	04/22/2026
Kathleen Sue Jones	04/22/2026
Kevin Thomas Horton	04/24/2026
aka Kevin Horton	
Mollie Elizabeth Fitzgerald	04/24/2026
aka Mollie Fitzgerald	
Kestrel Sara Cservenak	04/24/2026
aka Kestrel Cservenak	
Haruna Eva Matsumoto	04/24/2026
aka Haruna Matsumoto	
Mikael Coulon	04/24/2026
Stephen Nathaniel Autrey	04/24/2026
aka Stephen N Autrey	
Jacob Davis McHenry	04/24/2026
aka Jake McHenry	
Mark Raymond Kauf	04/24/2026
aka Mark Kauf	
Carson K M G Magoon	04/27/2026
aka Carson Magoon	
Hanna Yoshida Yancey	04/27/2026
aka Hanna Yancey	
Mai T Lieu	04/27/2026
aka Mai Lieu	
Brian Rowe	04/27/2026
Christopher John Walters	04/27/2026
aka Christopher Walters	
Te Li	04/28/2026
Nguyen My Do	04/29/2026
aka Wendy Do	
Haleigh A Berko	04/29/2026
aka Haleigh Berko	
Jinny Noana Dean-Yap	05/01/2026
aka Jinny Dean-Yap	
Farah Thara	05/01/2026
Elsa Xitlali Torres	05/01/2026
aka Xitlali Torres	
Phoenix Farah Furer	05/01/2026
aka Phoenix Furer	
Mark Jeffrey Richards	05/04/2026
aka Mark Richards	
Karen Jeanne Ting	05/04/2026
aka Karen J Ting	
Annalise Rose O'lear	05/04/2026
Sonya Dianne Stewart	05/04/2026
aka Sonya D Stewart	
Stephen J King	05/05/2026
Kayleen-Tilisa K Funaki	05/05/2026
aka Kayleen Funaki	
Tina Puanani Caceres	05/05/2026
aka Tina Pua Caceres	
Yoojeong Iyo	05/05/2026
Anne-Sophie Williams	05/06/2026

Laureen U Debina U'ilani Debina	05/06/2026
Jamissa Kae Yasay-Fagaragan Collins aka Jamissa Kae Collins	05/06/2026
Assumpta Rapoza	05/07/2026
Kaiea Christopher Lufrano aka Kaiea Lufrano	05/07/2026
Kristina Marie Valdez aka Kristina Valdez	05/08/2026
Samuel Lewis Hickman aka Sam Hickman	05/08/2026
James Bradley Miller aka James B Miller	05/08/2026
Samantha Nalani Smith aka Samantha Smith	05/11/2026
Thomas Richard Higgins aka Thomas Higgins	05/11/2026
Brian Patrick Hilgen	05/12/2026
Israel Sanchez	05/13/2026
Mira Heer	05/13/2026
<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
Nexus Estates LLC Garrett Kuroda, PB	03/30/2026
Premier Management of Hawaii LLC Kelli K Miller, PB	04/01/2026
Paramount Properties Hawaii LLC Margaret Rose Walker, PB	04/02/2026
Kalo Collective Realty LLC Kerstan Ho, PB	04/07/2026
Hey Whatz What LLC Attilio K Leonardi, PB	04/16/2026
Veterans Realty Services LLC dba Veterans Realty Services and Property Management (VRS) Heather Chase, PB	04/23/2026
Hale Pomaika'i Realty LLC Benjamin V Chen, PB	04/22/2026
Rock Realty LLC Evan Rock, PB	04/27/2026
Western Frontier Maui LLC dba Engel & Volkers Maui Reggie Audant, PB	04/29/2026
Kupaa Realty Group LLC Lynnette Maialoha, PB	05/05/2026
<u>Brokers – Sole Proprietor</u>	<u>Effective Date</u>
John Emory Donelson	04/01/2026
William Kelsey Singer dba Singer Real Estate	04/21/2026
<u>Trade Name</u>	<u>Effective Date</u>
Top Property Management LLC dba Top Realty	04/09/2026

KLU Real Estate Inc dba KLU Real Estate fka Century 21 Paradise International	04/21/2026
Veterans Realty Services LLC dba Veterans Realty Services and Property Management (VRS)	04/30/2026

Legal Name Change (Individual)

Effective Date

Chelsey M Tanoai nka Chelsey Marie Honda fka Chelsey M Tanoai aka Chelsey Marie Honda	04/14/2026
Alyssa J Tibbitts nka Alyssa J Smith fka Alyssa J Tibbitts aka AJ Smith fka Alyssa Tibbitts	04/14/2026
Christina S Park nka Christina S Bae fka Christina S Park	04/08/2026
Tate N K Williams nka Tate Namahana Kaohimaunu Landford fka Tate N K Williams	04/27/2026
Melissa A Rabino nka Melissa Rabino Esperanza fka Melissa A Rabino aka Melissa Esperanza	04/29/2026
Tanja M Miller nka Tanja Kaia Miller fka Tanja M Miller	05/01/2026

License Name Change (Individual)

Effective Date

William M Grant nka Bill Grant fka William M Grant	04/13/2026
Christina S Park aka Christina Bae	04/16/2026
Scott Gregory Gerry aka Scott Gerry	04/20/2026
Christopher-Cassidy K Kam aka Chris Kam fka Christopher Kam	04/17/2026
Whitney Pilzer Agee nka Whitney Pilzer Agee fka Whitney Pilzer	05/05/2026

Educational Equivalency Certificate

Expiration Date

Letitica Berry	04/21/2028
Veronica Vo	04/21/2028
Matthew B Swiderski	04/22/2028
Xinxin Liu	04/22/2028
Janet Morales Luna	04/22/2028
David A Beebe	04/22/2028
Brooke Reichert	04/22/2028
Trinh Le Jasso	04/22/2028

Sarina Joelle Fisher Robinson	04/24/2028
Cameron John Nadler	04/27/2028
Matthew Amar Price	04/27/2028
Edwin R Medina	04/30/2028
Myrna Kathy Kingham	04/30/2028
Alexander Jee	05/04/2028
Jerrod Tanaka	05/04/2028
Anuheā Leoni`ohu`ohuikaleilokea`ala Colleado	05/04/2028
Hector Gabriel Melendez Torres	05/05/2028
Kari Ann Wicklund	05/05/2028
Brenda Michelle Brandt	05/05/2028
Shawn Daniel Morey	05/08/2028
Tatiana Leonov	05/13/2028

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Cynthia M Lyons	04/13/2028
Letitica Berry	04/21/2028
Matthew B Swiderski	04/22/2028
Xinxin Liu	04/22/2028
Janet Morales Luna	04/22/2028
Brooke Reichert	04/22/2028
Trinh Le Jasso	04/22/2028
Giovanna Georges Helou	04/23/2028
Sarina Joelle Fisher Robinson	04/24/2028
Cameron John Nadler	04/27/2028
Matthew Amar Price	04/27/2028
Edwin R Medina	04/30/2028
Myrna Kathy Kingham	04/30/2028
Alexander Jee	05/04/2028
Jerrod Tanaka	05/04/2028
Hector Gabriel Melendez Torres	05/05/2028
Brenda Michelle Brandt	05/05/2028
Shawn Daniel Morey	05/08/2028
Tatiana Leonov	05/13/2028

Real Estate Broker Experience Certificate

Expiration Date

Cynthia M Lyons	04/13/2028
Ashley Kanani Correa	04/15/2028
Stephen Marcus Landin	04/17/2028
Barbara B Matz	04/21/2028
Lia Pumehana Kiaha	04/21/2028
Janet Morales Luna	04/22/2028
Cameron John Nadler	04/27/2028
Denice Lozano Kolodny	04/29/2028
Kapina Junedale Lansdale	04/29/2028
Edwin R Medina	04/30/2028
Myrna Kathy Kingham	04/30/2028
Alexander Jee	05/04/2028
Cara Beau Scoffings	05/05/2028
Scott Joseph Kenar	05/06/2028
Paris Edward Jon Fernandez	05/07/2028
Shawn Daniel Morey	05/08/2028
Lorelei M Campbell	05/13/2028

State of Hawaii
Office of Information Practices

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News from OIP: Testimony Guidance for Boards Subject to the Sunshine Law

NOVEMBER 24, 2025

[Newsletter Archive](#)

The Office of Information Practices (OIP) administers the Sunshine Law, part I of chapter 92, Hawaii Revised Statutes (HRS), which applies to all Hawaii state and county boards. Boards subject to the Sunshine Law are generally required to hold open meetings (with certain exceptions) and to allow the public to testify at meetings. OIP has received several inquiries from boards asking about various aspects of the Sunshine Law's testimony requirements and how to manage testimony while still providing the public with the ability to attend and participate in meetings. This newsletter addresses some common questions.

Opportunity to Provide Oral and Written Testimony

- Boards are required to give the public the opportunity to present written and oral testimony on all agenda items, including executive agenda items.
- Boards are not required to allow testimony on matters outside the scope of the meeting agenda, and boards may decline to accept testimony regarding matters not on the agenda.
- How an agenda item is framed will determine the breadth of testimony boards must accept, as well as the board's own discussion and deliberation of that item. A broadly framed description of an issue could allow the board to discuss the issue broadly, but would also require the board to allow testimony on an equally broad range of aspects of the issue.
- Boards cannot require testifiers to identify themselves. Individuals may testify anonymously.
- Boards cannot require preregistration for oral testimony, although they may request it and hear first from those testifiers who have previously registered.
- Boards may request that written testimony be submitted by a certain date, but cannot set deadlines for receipt of written testimony. However, members of the public who submit

written testimony close to or after the start of the meeting run the risk that the members will not receive it in time to consider it.

- For remote meetings, boards must allow remote testifiers to be on camera if they so request.
- Boards are not required to read written testimony out loud to those in attendance.
- Boards cannot limit testimony to the start of a meeting, and must accept testimony before the board's deliberation and decision-making on an agenda item.
- Boards can set reasonable testimony time limits by rule.

Testimony Submitted at a Meeting is a Public Record

- Testimony submitted to a board becomes a government record subject to Hawaii's open records law, the Uniform Information Practices Act (Modified), chapter 92F, HRS. The UIPA, which is also administered by OIP, governs public access to Hawaii state and county government agency records. The UIPA presumes that all government records are public unless an exception applies.
- Board meetings are open to the public, and anyone in attendance will be able to hear oral testimony. As such, there is no basis for boards to withhold public access to written testimony that was read at a public meeting.
- Boards sometimes receive written testimony that is not read aloud by the testifier at a public meeting. These written testimonies are also generally public because they were written for a public forum.
- Individuals who provide written or oral testimony to boards and disclose their own personal information in their own testimony waive any privacy interests they might otherwise have in that information. Boards need not redact such information prior to disclosing public testimony.
- However, when testimony implicates the personal privacy interests of someone other than the testifier, the board should consider the personal privacy interests of the third-party individual in determining whether or not to disclose information contained in written testimony that is about that third party.
- Information about third parties that may be redacted from testimony can include personal information like home address and telephone number, social security number, medical and financial information, and other types of information carrying privacy interests.
- Unfortunately, written testimony containing libel or false information about a third party is received by boards from time to time. Boards cannot prevent individuals from submitting false information, or from taking false information and further disclosing it, but the board itself is not required to further disclose such information in written testimony.
- The UIPA provides immunity from civil or criminal liability for anyone participating in good faith in the disclosure or nondisclosure of a government records.

Disruptive Individuals

- The Sunshine Law allows a board to remove any person who wilfully disrupts a meeting.
- For remote meetings held under section 92-3.7, HRS, boards are allowed to remove or block any person who wilfully disrupts or compromises the conduct of a meeting.
- The Sunshine Law does not allow a board to pre-emptively bar a member of the public from attending a meeting in-person.
- If someone is engaging in threatening or dangerous behavior, it would be appropriate to have security present as a general precaution and to ask for police intervention when necessary. Boards should consult with their attorneys as to whether additional measures may be taken, such as obtaining a restraining order against an individual from the circuit court.

If you have additional questions about testimony, the Sunshine Law, or the UIPA, you may ask OIP's "attorney of the day" (AOD) by calling (808) 586-1400 or emailing oiip@hawaii.gov. OIP also has extensive training materials on the Sunshine Law and UIPA available at <https://ags.hawaii.gov/oiip/training/>.

CONTACT

Office of Information Practices

No. 1 Capitol District Building
250 S. Hotel St., #107
Honolulu, HI 96813

TEL: (808) 586-1400

FAX: (808) 586-1412

oiip@hawaii.gov

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CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST

EDUCATION REVIEW COMMITTEE

June 26, 2026

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider	
Ralph Foulger's School of Real Estate	06/04/2026
Course	
"A Property Manager's Guide to Conflict Resolution" (4 credits) (WebCE, Inc./ARELLO)	05/28/2026

4.b.2)a)

PRELICENSING EDUCATION SCHOOLS AND INSTRUCTORS
RATIFICATION LIST

EDUCATION REVIEW COMMITTEE

June 26, 2026

<u>Registration/Certification</u>	<u>Effective Date</u>
Instructor	
Kamalani Coulon (Salesperson Curriculum)	05/26/2026



June 12, 2026

Real Estate Commission
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
P. O. Box 3469
Honolulu, Hawaii 96801
hirec@dcca.hawaii.gov

RE: ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE; REQUEST TO BE PLACED ON THE **JUNE 26** COMMISSION AGENDA

Dear Chair and Members of the Real Estate Commission:

I am writing on behalf of ARDA-Hawaii, the local chapter of the national trade association representing the timeshare industry, to request that the Hawaii Real Estate Commission (the "Commission") reconsider its prior decisions and begin implementation of a pilot program to administer the real estate salesperson's examination in the Japanese language for the purpose of issuing a *limited real estate sales person license restricted to timeshare sales*.

We respectfully request that we be placed on the Commission's **June 26 agenda**. ARDA Hawaii has previously submitted a letter dated August 20, 2025 (a copy of which is attached) that addresses many of the questions that Commissioners raised about the exam and about how the proposed program would be administered. We also respectfully request that this letter and the attached letter dated August 20, 2025, be given to members of the Commission *prior to the June 26 meeting*, as the attached letter provides answers to questions posed by members of the Commission in the first meeting which was held on August 23, 2024.

While the prior letter sought to clarify and answer questions that arose in the first meeting on this matter, and questions that we were made aware of subsequently through publicly-available communications, we would like to emphasize that: **(i) the Commission has the authority** under and pursuant to HRS Section 436B-7(2) to issue conditional licenses; and **(ii) the request is for the applicant for licensure to have the opportunity to take the licensing exam in Japanese, and if the applicant passes, that the license that is issued by the Commission be restricted to the sale of timeshare interests.**

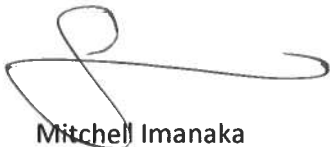
There are many reasons for granting this request, as set forth in the prior letter, including the **policy agenda that the State has to encourage more Japanese visitors to come to Hawaii.**¹ Since the prior letter, we have witnessed the closing of Duty Free Shoppers and Neiman Marcus, two retailers who were highly dependent on Japanese customers.

Although there are glimmers of hope that the Japanese will return in numbers that are favorable, unfortunately, it appears that that is not occurring with the desired velocity. With the opening of major new timeshare projects in Hawaii such **Ka Haku** in Waikiki and **Maui Bay Villas** in Maui, and **Marriott's new project in Waikiki**, there is hope that timeshare can lead a recovery of this important segment of the visitor market. Accordingly, what may appear at first glance to be a small matter could have **significant impacts for our economy.**

Finally, **there is a statutory mandate codified in HRS Chapter 321C** for all state agencies, including the Real Estate Commission, to **"...affirmatively address ... the language access needs of limited English proficient persons ... and to ensure meaningful access to services, programs and activities offered by ... commissions..."** (See HRS Section 321C-1 and -2.) Indeed, **the Department of Commerce and Consumer Affairs has embraced this policy directive**, as evidenced on its website. Please take this into consideration in your deliberations.²

Your early and favorable consideration of this most urgent request is much appreciated.

With Aloha,



Mitchell Imanaka
ARDA Hawaii Chair

Enclosures

cc:

Commissioners:

Derrick Yamane, Chair

Nikki Senter, Vice Chair

John Love

Russell Kyono

P. Denise La Costa

Richard Emery

Audrey Abe

Jennifer Andrews

Frank Goodale

¹ House Concurrent Resolution 102 (2025) is attached regarding the preference of Hawaii's Legislature. Also attached is testimony submitted by DBEDT in support of this policy agenda item.

² The first page of the Office of Language Access that is the state administrative agency overseeing this language initiative is attached.

DCCA Director Nadine Ando
DCCA Deputy Director Dean Hazama

DBEDT Director James Tokioka
DBEDT Deputy Director Dane Wicker

Supervising Executive Officer Neil Fujitani



August 20, 2025

Department of Commerce and Consumer Affairs
Real Estate Branch
Professional and Vocational Licensing Division
P.O. Box 3469
Honolulu, Hawai'i 96801

RE: ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE

Dear Chair and Members of the Real Estate Commission,

I am writing on behalf of ARDA-Hawaii, the local chapter of the national trade association representing the timeshare industry, to request that the Real Estate Commission (the "Commission") reconsider its prior decisions and begin implementation of a pilot program to administer the real estate salesperson's examination in the Japanese language for the purpose of issuing a limited real estate salesperson license restricted to timeshare sales to Japanese-speaking visitors, in accordance with House Concurrent Resolution 102 ("HCR 102") adopted earlier this year.

During the 2025 Hawaii State Legislative Session, the Legislature introduced HCR 102 strongly urging the 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" under the Commission's authority pursuant to Chapter 467, Hawaii Revised Statutes. The Commission opposed HCR 102, citing in its testimony to the Legislature five reasons the examination should not be administered in Japanese. Despite the objection by the commission, ***the Legislature passed HCR 102, expressing its strong support for the pilot program.***

ARDA-Hawaii recognizes and appreciates the Commission's responsibility to ensure fair access and protect consumers in Hawaii, and has carefully evaluated the concerns raised by the

Commission. We have provided responses to these concerns for the Commission consideration, based on industry members' knowledge and experience.

A. Responses to the Commissions Concerns Raised in Legislative Testimony

Below are responses to the five concerns raised in the Commission's opposition to HCR 102:

1. **RICO does not have sufficient Japanese language resources to assist complainants.** Based on historical data, we do not anticipate a significant increase in complaints from Japanese-speaking consumers that would require any additional resources beyond resources that are currently available and that support addressing such complaints. If there is concern about significant increases to complaints because of Japanese-speaking consumers, the industry can work with RICO to devise a process to alleviate this concern.

An example of a process currently utilized by timeshare companies when they receive a complaint from a Japanese-speaking owner, a Japanese speaking manager will attempt to resolve any issues over the phone, by email or in-person. All timeshare companies selling to Japanese owners employ bilingual managers in Hawaii and in Japan. Although very rare, if the issue cannot be resolved with the manager directly, the owner can contact the NCAC (National Consumer Affairs Center, Japan). It is our understanding that Japanese owners rarely contact RICO with complaints.

2. **The Principal Broker's (PB) duty to oversee a limited licensee who more than likely only understands Japanese.** Any person taking the examination in the Japanese language must be able to understand and speak English to complete the pre-licensing and continuing education courses. The need for a Japanese language exam arises when English is the prospective licensee's second language, and they are better equipped to take the examination in their native language. Currently, PBs oversee many licensees whose primary language is Japanese and have done so for years, without any problems. In fact, most timeshare companies that operate in Hawaii and Japan employ sales office staff and managers that are bilingual to supervise daily operations and have a broker-in-charge that is also bilingual. To ensure there is proper communication we propose that the limited licensees in this program operate only under PBs who agree in advance to provide Japanese-language supervision or designate bilingual personnel for oversight. ARDA-Hawaii is open to collaborating with brokers to ensure training materials and internal compliance protocols are adapted accordingly.

3. **Will a timeshare reseller have the resources to properly oversee the conduct of the limited licensee?** Under the pilot program, these limited licensees would be restricted to timeshare sales only to Japanese-speaking consumers. If a resale broker is interested in participating in the pilot program, the broker would be subject to the same oversight and restrictions as any other timeshare company. However, if they choose not to participate, they would otherwise continue to assist Japanese speaking consumers and owners as they currently do.
4. **Will a limited licensee applicant understand and pass the mandatory pre-licensing education?** Yes. We recognize that the 60-hour pre-licensing education is currently offered only in English. *This would not change under the pilot program*, which is limited to administering the licensing examination in the Japanese language. All other requirements would remain the same. As noted above, the license applicants are bilingual, and they must be able to understand and speak English to complete the pre-licensing and continuing education courses.
5. **That the 20 hours of mandatory continuing education classes are offered only in English.** Licensees in the pilot program would still be required to comply with all other licensing requirements, including completing continuing education courses in English. Japanese-speaking licensees currently comply with this requirement.

B. Responses to Other Concerns Raised by Commissioners

Below are responses to other concerns raised by Commissioners at the Commission meeting on August 23, 2024:

- A. **How will licensees who can only speak Japanese read and understand the English version of the contract once they pass the exam?** As stated above, the limited licensees under this pilot program must be able to speak and read English to comply with the licensing requirements. The pilot program would simply allow native Japanese language applicants to take the exam in the Japanese language. Additionally, all sales agents are trained by Quality Assurance Managers / Sales Trainers before they start selling, and the sales documentation process for new owners is handled exclusively by the Quality Assurance Manager along with the Sales Agent.
- B. **Concerns that a buyer who only speaks Japanese is signing the English version of a sales contract.** This is also a legitimate concern. While buyers only sign English-language contracts, if the customer only speaks and reads Japanese, they are provided with a translation of the purchase agreement as a courtesy version. Please note that the signed legal documents must be in the English

language since the documents will be recorded in the State of Hawaii. The Japanese translations are meant to supplement the English language documents to aid in understanding for the owners, and are furnished to the owners.

C. What happens when the limited licensee leaves the timeshare company and no longer has the oversight the company provides?

If a limited licensee leaves a sponsoring timeshare company, that company will inactivate the limited license with the DCCA. They can only be hired at another timeshare company if that company agrees to oversight of the limited licensee and the company has bilingual staff to oversee the licensee.

C. Additional Information to Consider

ARDA-Hawaii sincerely requests that the Commission consider the many important policy reasons for implementing this pilot program, and complying with the Legislature's intent in HCR 102. Hawaii urgently needs to support the return of Japanese visitors, as the Japanese visitor market continues to lag behind pre-pandemic and pre-wildfire levels. Timeshare ownership, with its long-term real estate investment structure and dependable year-round occupancy, has long been a consistent contributor to the state's visitor industry and economy. Strengthening this sector is critical for Hawaii's economic recovery and for enhancing Japan's involvement in and support of Hawaii's tourism industry, particularly on Maui, where new development and economic stabilization efforts are underway.

Recent data underscores the seriousness of the situation. According to UHERO, air flights from Japan have experienced double-digit declines over the first few months of 2025, with their report noting that "the most significant immediate concerns for tourism is in the Japanese market's ongoing sluggish recovery following the pandemic."¹ UHERO further projects that between 2025 and 2026, the pace of decline will be largest on the international front, with Japanese arrivals expected to fall by more than six percent this year, while other international arrivals are projected to fall by nearly ten percent over the next two years.²

The Department of Business, Economic Development and Tourism (DBEDT) has also recognized the importance of supporting the Japanese visitor market and has highlighted the potential benefits of offering the real estate salesperson examination in Japanese.³ DBEDT noted that

¹ UHERO (February 28, 2025), *UHERO Forecast for the State of Hawaii*, available at <https://uhero.hawaii.edu/wp-content/uploads/2025/02/UHEROForecastForTheStateOfHawaii25Q1.pdf>

² *Id.*

³ Tokioka, James Kunane; DBEDT Testimony on HCR 102, April 10, 2025; Hawaii State Senate Committee Economic Development and Tourism, 33rd Legislature, 2025, available at

Hawaii's timeshare industry has yet to see a full return of Japanese visitors due to the lingering effects of the wildfires and the current weakness of the yen, and observed that administering the examination in Japanese would increase the passage rate for Japanese-speaking applicants.⁴ **DBEDT stated that “this pilot program will result in increased visitor counts from Japan to Hawaii and stimulate economic activity for the State.** Furthermore, the pilot program will ensure there are sufficient sales associates to meet the demand when Japanese visitors return.”⁵ Hawaii's timeshare industry remains economically resilient, as timeshare owners have made long-term commitments to Hawaii by purchasing and owning real property. These owners are consistent and dependable visitors who bring substantial tax revenue to the state and continue to visit even during periods of economic downturn. Adding more Japanese timeshare owners is a critical strategic move for our state to strengthen our visitor industry at this critical moment and into the future.

It is important to emphasize that **the proposed language accommodation is limited in scope and consistent with licensing practices in other jurisdictions**, where restricted licenses are issued based on the needs of the timeshare and tourism industries. It does not set a precedent for expanding multilingual licensure across all real estate disciplines. Any license issued under this proposal would be clearly limited to the sale of timeshare interests and would exclude activities in residential, commercial, leasing, or property management sectors. These limitations can be defined by the Commission to prevent confusion or overreach. *6 HRS Section 436B-7(2); Section 436B – 8(b)(3).*

Moreover, allowing Japanese-speaking visitors to receive accurate information from licensed professionals in their native language strengthens consumer protection, as Japanese-speaking visitors will be able to communicate in their native language with trained sales associates who remain fully subject to Hawaii's licensing laws, ethics rules, and enforcement mechanisms. ARDA-Hawaii is committed to working closely with the Commission to support examination translation, development of quality controls, proctoring protocols, and implementation standards to maintain the integrity of the examination process.

There are strong policy reasons for moving forward with this proposal, particularly given the urgency of supporting the return of Japanese visitors in light of lagging visitor counts and the additional tax burden placed on existing visitors, as Hawaii continues to fall short of pre-pandemic levels. ARDA-Hawaii stands ready to assist the Commission in beginning

https://www.capitol.hawaii.gov/sessions/session2025/Testimony/HCR102_HD1_TESTIMONY_EDT_04-10-25_.PDF

⁴ *Id.*

⁵ *Id.*

Department of Commerce and Consumer Affairs
Real Estate Branch
August 20, 2025
Page 6

implementation of the Japanese-language exam. Mahalo for your consideration and for your continued dedication to consumer protection and licensing integrity.

Mahalo,

A handwritten signature in black ink, appearing to read 'Mitchell A. Imanaka', with a long horizontal flourish extending to the right.

Mitchell A. Imanaka
Chairman
ARDA-Hawaii

cc: Dean Hazama, Deputy Director

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



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





**DEPARTMENT OF BUSINESS,
ECONOMIC DEVELOPMENT & TOURISM**
KA 'OIHANA HO'OMOHALA PĀ'OIHANA, 'IMI WAIWAI
A HO'OMĀKA'IKĀ'I

JOSH GREEN, M
GOVERNOR

SYLVIA LL
LT. GOVERNOR

JAMES KUNANE TOKIO
DIRECTOR

DANE K. WICK
DEPUTY DIRECTOR

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawaii 96813
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804
Web site: dbedt.hawaii.gov

Telephone: (808) 586-23
Fax: (808) 586-23

Statement of
JAMES KUNANE TOKIOKA
Director
Department of Business, Economic Development, and Tourism
before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM

Thursday, April 10, 2025
1:01 PM
State Capitol, Conference Room 229

In consideration of
HCR102, HD1
**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.**

Chair DeCoite, Vice Chair Wakai, and Members of the Committee:

The Department of Business, Economic Development and Tourism ("DBEDT") is pleased to submit testimony in **SUPPORT** of both HCR102, HD1, urging the Real Estate Commission to allow for the administration of the real estate salesperson's examinations 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 visitor and enhance Japan's involvement and support in the Hawaii tourism industry.

DBEDT supports administering the real estate examination in Japanese which will increase the passage rate for Japanese-speaking applicants. Japan visitors have traditionally represented a substantial portion of travelers to the State. Currently, Hawaii's tourism industry is yet to see a return of Japanese visitor market due to the wildfires and the current weakness of the yen. This pilot program will result in increased visitor counts from Japan to Hawaii and stimulate economic activity for the State. Furthermore, the pilot program will ensure there are sufficient sales associates to meet the demand when Japanese visitors return.

Moreover, the pilot program will have an immense impact on the timeshare industry which entitles members to all of the benefits of owning a vacation home without the responsibilities of traditional home ownership. Hawaii's timeshare industry is economically resilient as timeshare owners have made a long-term commitment to Hawaii by purchasing and owning real property. These owners are consistent and dependable visitors who bring substantial tax dollars to Hawaii and continue to come even during periods of economic downturn.

Mahalo for your consideration of this request which will directly support Hawaii's tourism industry, stimulate economic growth, and tax revenue generation.



State of Hawaii
Office of Language Access

[Home](#) » [About Us](#)

ABOUT US



Hawai'i has one of the highest per-capita rates of limited English proficient persons (LEP) in the nation. In 2006, to ensure meaningful access to services, programs and activities by LEP persons, Hawai'i became the first state in the nation to pass a comprehensive language access law that removes language barriers to State and State-funded services. Hawai'i's law mirrors a similar federal law.

The same law also established the Office of Language Access (OLA). OLA works to ensure that persons who do not speak, read, write, or understand English are able to access services, programs and activities provided by: State government agencies, courts, and schools; and State-funded organizations, including medical and social service providers. OLA also provides oversight and central coordination to State entities, as well as technical assistance to both State and State-funded entities in the implementation of the law.

OLA'S MOTTO

THE LAW

WHAT WE DO

‘O ka ‘Ōlelo Ke Ola – Language is Life. We have adopted “O ka ‘ōlelo ke ola – Language is life” as OLA’s motto. It reflects the importance of language and how language serves as the life-line for people. The motto also embodies the spirit of equality behind Hawai‘i’s language access laws. Language should be a tool, not a barrier, to the pursuit of a better life. We, at OLA, look forward to collaborating with government, the private sector and the community in making this possible.

About one in four Hawaii residents speak a language other than English at home, which is higher than the U.S. average of 21 percent. For many, English is not their primary language, and they have only a limited ability to read, write, speak, or understand English. Language barriers often prohibit many residents from fully participating in our community and undermine efforts to become self-sufficient and productive.

[\(...read more\)](#)

The Office of Language Access’ (OLA) overall purpose is to affirmatively address the language access needs of limited English proficient (LEP) individuals by providing oversight, central coordination, and technical assistance to the State and state-funded agencies in the implementation of language access requirements.

OLA’s functions are [\(...read more\)](#)

MEET THE TEAM

[MEET THE ADVISORY COUNCIL MEMBERS](#)

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.

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.

Vice Chair Senter and Commissioner Emery were excused from the meeting. Prior notifications of their non-attendance were 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 material was distributed prior to the start of the meeting:

4. Committees and Program of Work
 - c. Education Review Committee
 - 3) Administration of Examinations
 - a) PSI – Hilton Grand Vacations' Request for Consideration of Administering Real Estate Broker and Salesperson Exams in Japanese

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Andrews, it was voted on to accept the minutes of the July 26, 2024 meeting. Chair Yamane and Commissioners Abe, Andrews, Kyono, La Costa, and Love voted aye. Commissioner Ginoza abstained from the vote. The motion carried.

Committees and Program of Work:

Laws and Rules Review Committee

Budget and Finance Report – Real Estate Recovery Fund, December 31, 2023

Commissioner Abe sought to clarify if the minimum balance of the Recovery Fund is \$350,000.00. Executive Officer Ino confirmed.

Upon a motion by Commissioner Abe, seconded by Commissioner Andrews, it was voted on and unanimously carried to accept the Real Estate Recovery Fund Budget and Finance Report dated December 31, 2023.

Legislative Acts and Resolutions

Chair Yamane informed the Commission that the following Act was provided for reference purposes:

- a. ACT 043 Relating to Condominiums – Requires the Legislative Reference Bureau to conduct a study on how certain other states approach the following subjects as they relate to condominiums: an ombudsman, licenses for management, alternative dispute resolution, governmental regulation, owner education, and owner access to documents. Extends the deadline

for the final report and the cease date for the Condominium Property Regime Task Force to 6/30/2026. Makes appropriations.

Condominium Specialist Choy explained that the study, per Act 043, is partially funded by the Condominium Education Trust Fund (“CETF”). Currently there is sufficient funding for the study despite delays in its transfer from the collecting agency to the CETF. He added that the scope of work for the study that the CETF will be funding is still unknown and that the Act states that the sum appropriated "shall" be transferred by the real estate commission to the legislative reference bureau to expend on the study. It is not limited to \$150,000.

Commissioner La Costa asked whether a motion to expend the money is now required in light of Act 043. Executive Officer Iino replied that the legislature had already appropriated the funds, and there is not much the Commission can do. Chair Yamane noted that Act 043 is already effective.

Supervising Executive Officer Fujitani commented that it is important to ensure the legality of the Commission’s action in this matter, and that such action follows *Hawaii Insur. v. Lingle*, 120 Haw. 51, 201 P.3d 564 (Haw. 2008).

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

2024 License Renewal Report

Real Estate Specialist Endo informed the Commission that the real estate renewals will go live via the licensees MyPVL account beginning October 21, 2024. Hard copy renewal applications will be available upon request. Licensees can review their completed continuing education courses through their MyPVL account. She also noted that continuing education providers have up to 10 days to post a licensee’s completed course credit to their account.

Condominium Review Committee

Budget and Finance Report – Condominium Education Trust Fund, December 31, 2023

Upon a motion by Commissioner La Costa, seconded by Commissioner Abe, it was voted on and unanimously carried to accept the Condominium Education Trust Fund Budget and Finance Report dated December 31, 2023.

Education Review Committee

Budget and Finance Report – Real Estate Education Fund, December 31, 2023

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted on and unanimously carried to accept the Real Estate Education Fund Budget and Finance Report dated December 31, 2023.

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

Administrative Issues – Continuing Education Providers and Courses Ratification List

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

Registration/Certification

Effective Date

Courses

“Pricing Strategies: Mastering the CMA”
(6 credits) (West Hawaii Association of REALTORS/National)

07/12/2024

Applications

Course – “Strategies of the Buyer Representation Contract”; Author/Owner – Hawaii Association of REALTORS®; Provider – Hawaii Association of REALTORS®; Course Categories – Contracts; Property Ownership and Development; Clock Hours – 3

Commissioner Andrews suggested that the course should expand its discussion and put an emphasis to the recent settlement case with the National Association of REALTORS®.

Upon a motion by Commissioner Andrews, seconded by Commissioner Abe, it was voted on and unanimously carried to approve the course “Strategies of the Buyer Representation Contract”; Author/Owner – Hawaii Association of REALTORS®; Provider – Hawaii Association of REALTORS®; Course Categories – Contracts; Property Ownership and Development; Clock Hours – 3, subject to the condition that the course shall expand its discussion that emphasizes the recent National Association of REALTORS® settlement case.

Course – “At the Corner of Smart Growth and Sustainability”; Author/Owner – Nate Johnson; Provider – West Hawaii Association of REALTORS®; Course Categories – Property Ownership and Development; Clock Hours – 3

Upon a motion by Commissioner Abe, seconded by Commissioner Andrews, it was voted on and unanimously carried to approve the course “At the Corner of Smart Growth and Sustainability”; Author/Owner – Nate Johnson; Provider – West Hawaii Association of REALTORS®; Course Categories – Property Ownership and Development; Clock Hours – 3

Course – “REALTOR® Code of Ethics: Conversion Using the Code”; Author/Owner – Leigh Brown; Provider – West Hawaii Association of REALTORS®; Course Categories – Dispute Resolution; Risk Management; Other: Ethics; Clock Hours – 3

Commissioner Andrews asked if the course’s content was taken from the National Association of REALTORS® website and if so, did they receive authorization. Senior Real Estate Specialist Kekoa confirmed the information is from NAR’s website and she will confirm that authorization was received. Chair Yamane confirmed that the course satisfies its minimum requirements.

Upon a motion by Commissioner Andrews, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the course “REALTOR® Code of Ethics: Conversion Using the Code”; Author/Owner – Leigh Brown; Provider – West Hawaii Association of REALTORS®; Course Categories – Dispute Resolution; Risk Management; Other: Ethics; Clock Hours – 3.

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:

In the Matter of the Application for a Real Estate Salesperson's License of Liane Wilson, also known as Liana Shanti: REC 2023-0159-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

Commissioner Abe disclosed that she had worked with attorney Reid Nakamura in the past but can make a fair and impartial decision with respect to the settlement agreement prior to filing of petition for disciplinary action and commission's final order.

Upon a motion by Commissioner Andrews, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the Commission's Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order.

In the Matter of the Real Estate Broker Licenses of Nelson Fukuki Realty, LLC and Nelson K. Fukuki: REC-2024-165-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

Commissioner Abe disclosed that she had done some work with Brian Lee in the past but can make a fair and impartial decision with respect to the settlement agreement prior to filing of petition for disciplinary action and commission's final order.

Upon a motion by Commissioner Andrews, seconded by Commissioner La Costa, it was voted to reject the Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order. Commissioners Andrews and La Costa voted aye. Chair Yamane and Commissioners Abe, Ginoza, Kyono, and Love voted nay. The motion did not carry.

Upon a motion by Commissioner Love, seconded by Commissioner Kyono, it was voted to accept the Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order. Chair Yamane, Commissioners Abe, Ginoza, Kyono, and Love voted aye. Commissioners Andrews and La Costa voted nay. The motion carried.

Following the Commission's review, deliberation, and decision in this matter, pursuant to Chapter 91, HRS, the Chair announced that the Commission was reconvening its scheduled meeting at 10:42 a.m.

Executive Session:

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

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

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

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON AUGUST 23, 2024

<u>Brokers – Individual</u>	<u>Effective Date</u>
Shannon Rosalie Waltz Zerfas aka Shannon R W Zerfas	07/03/2024
Suzanne Elizabeth Kilner aka Suzanne Kilner	07/10/2024
Tarlok Sodi Singh	07/11/2024
Christopher Baltazar	07/12/2024
Jacqueline Kathleen Orsa aka Jackie Orsa	07/17/2024
Kerrie Lee Mattis	07/17/2024
Zahz Manawapou Hewlen aka Zahz M Hewlen	07/18/2024
Zhimei Guo aka Sophia Guo	07/22/2024
Ashley J Murray aka Ashley Murray	08/01/2024
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Alberto Antonio Baez	06/13/2024
Benjamin Soris Ross aka Beni Ross	07/03/2024
Eddie Wong	07/03/2024
Kei Ri	07/03/2024
Sinan Xiang aka Kimberly Xiang	07/03/2024
Ryan William Richardson	07/05/2024
Pascal Brandalise	07/08/2024
Jason Russell Ecklof aka Jason Ecklof	07/08/2024
Aj Keoki Teraoka aka Aj Teraoka	07/09/2024
Crystal Anuhea Gambill aka Crystal Gambill	07/09/2024
Tricia Leilani Ravey aka Tricia Ravey	07/09/2024
Harold Daniel Perea aka Daniel Perea	07/09/2024
Alexander Nicholas deMurias aka Zander deMurias	07/10/2024
April C K Lee	07/10/2024
Owen Gutierrez	07/10/2024
Kara Ann McDermott	07/11/2024
Elijah Parocha	07/11/2024
James Michael Finen	07/11/2024
Kevin Jay Hasting aka Kevin Hasting	07/12/2024
Duk Young Chang	07/12/2024
Rodman Kiyoshi Machado aka Rodman Machado	07/15/2024
Suzie L Wallace	07/15/2024
Sarah Kwon-Hall	07/15/2024
Alessandro Maria Cartumini aka Alessandro Cartumini	07/15/2024

Michele Frances Eheler-Chen	07/16/2024
Xinyue Tang	07/16/2024
Jocelyn Donally Garrid	07/16/2024
Diana Alejandra Bateman aka Diana Bateman	07/17/2024
Dion Nicole C Garcia aka Dion Garcia	07/18/2024
Kaulani Princess Marie Cobb-Adams aka Kaulani Cobb-Adams	07/18/2024
Mirae Yi	07/18/2024
Kristine Mieko Kaneichi aka Kristine Kaneichi	07/22/2024
Wendell Elvin Soriano Tanjutco Jr aka Wendell Tanjutco Jr	07/22/2024
Erika Lynn Prowse aka Erika Prowse	07/22/2024
Victor Dehti Davis	07/22/2024
Anastasia Vitalierna Rozhenko aka Anastasia Rozhenko	07/22/2024
Elliott K A Khlopin aka Elliott Kalani Alexander Khlopin	07/23/2024
William Craig Campbell aka Will Campbell	07/23/2024
Kimberly Arnaldo Sonico	07/23/2024
Carl Sanders Rohs aka Sanders Rohs	07/23/2024
Pedro Brito Alvares aka Pedro Alvares	07/23/2024
Christine Inhee Kim aka Christine Kim	07/24/2024
Rebecca Verene Finkelshteyn aka Becca Finkelshteyn	07/24/2024
Jon Y Kurosu aka Jon Kurosu	07/25/2024
Timothy Dominic Glickman	07/25/2024
Richelle Marie-Louise Bailey aka Richelle Bailey	07/26/2024
Nohlen Madamba Vea aka Nohlen Vea	07/26/2024
Nicole Lynn Bugni	07/26/2024
Faiga Taliloa Jr	07/26/2024
Mark Wayne Talaeai	07/26/2024
Jesse James Kelii Jones aka Jesse J K Jones	07/26/2024
Makena Noel Harootian aka Makena Harootian	07/29/2024
Lauren M Serpa	07/29/2024
Amy Maruki	07/29/2024
Benjamin Joseph Janszen aka Ben Janszen	07/30/2024
Raphael Charles Herve Michaut Pangilinan aka Raphael Pangilinan	07/31/2024
Kyong Min Yun aka Paul Yun	07/31/2024
Andrew Scott Joca	07/31/2024
Angela Collado Tumaneng aka Angela Tumaneng	07/31/2024

Jaide Aurora Summers aka Jaide Summers	08/01/2024
Patrice Beverly Cruz aka Patrice B Cruz	08/01/2024
Jonathan Ramirez	08/01/2024
Justin Richard Bugado aka Justin Bugado	08/01/2024
Casey Martin Wilcox aka Casey Wilcox	08/02/2024
Patti J Tai aka Patti Tai	08/02/2024
Vanessa Hope Mills	08/02/2024
Kalei Whittle	08/05/2024
Carey K Lee	08/05/2024
Nicholas Alexander Poccia aka Nicholas Poccia	08/05/2024
Kristin Jo Regrutto	08/06/2024
Sheri Nicole Grant aka Sheri Grant	08/06/2024
Kyrah Cailin Wilkerson	08/06/2024
Henry Richard Smith III	08/07/2024

Brokers – Corporations with Partnerships

Effective Date

Hawaii Rentals With Aloha Inc Donna M Apisa, PB	05/15/2024
A.J. Kelly Realty Inc Arlene J Kelly, PB	07/18/2024
Formatic Property Management Inc Darren S Holbrook, PB	07/26/2024
Dwell Nuvo Properties Inc Kathleen Rodriguez, PB	08/01/2024

Brokers – Limited Liability Company (LLC)

Effective Date

Blue Cove Properties LLC aka Blue Cove Properties Shannon R W Zerfas, PB	07/03/2024
Wander Asset Management LLC Mike Harismendy, PB	07/17/2024
Paradise Living Realty, LLC Theresa Q Aki, PB	07/22/2024

Brokers – Sole Proprietor

Effective Date

James Alfred Ebelling	07/19/2024
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Branch Office

Effective Date

CBIP INC aka Coldwell Banker Island Properties Steven D Baker, PB	07/25/2024
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Trade Name

Effective Date

Zealous Properties LLC aka Surf Shack Properties fka Zealous Property Management	07/16/2024
Amir J Sepahmansour dba The Royal Pineapple	07/16/2024

Collective Hawaii Real Estate LLC dba Collective Hawaii Real Estate	07/23/2024
Hawaii Property Management Team LLC aka Hawaii Wide Realty fka Hawaii Property Management Team	07/24/2024
Hatfield Realty LLC aka Hatfield Realty	08/06/2024
Ohana Real Estate and Property Management Services Corp aka ORPS Luxury International Realty fka ORPS Realty	08/06/2024

Legal Name Change (Individual)

Effective Date

Kimberly Bastatas-Fukuda nka Kimberly Mokihana Bastatas fka Kimberly Bastatas-Fukuda	07/08/2024
April S Stremel nka April Star Alton fka April S Stremel	07/09/2024
Sloane Pomaikai Ketcham nka Sloane Pomaikai Kini	07/15/2024
Jessica Michele Lehiwa Leshar nka Jessica Michele Lehiwa Burner fka Jessica Michele Lehiwa Leshar	07/19/2024
Molly Ann Harris nka Molly Ann Russell fka Molly Ann Harris	07/24/2024
Melodi Baybordi Fiorentine nka Melodi Fiorentine fka Melodi Baybordi Fiorentine	07/25/2024
Haley Marie Sykes nka Haley Marie Sykes Stitt fka Haley Marie Sykes	07/30/2024

License Name Change (Individual)

Effective Date

William Tomo Robillard aka William Billy T Robillard	05/04/2024
April Star Alton aka April Alton	07/09/2024
Sloane Pomaikai Ketcham nka Sloane Kini	07/15/2024
Jessica Michele Lehiwa Leshar aka Jessica Burner	07/19/2024
Molly Harris nka Molly Ann Russell fka Molly Harris	07/24/2024
Kaycie K Veincent aka Hoku Veincent	07/26/2024
Kehaulani Stamm aka Kehau Stamm	08/02/2024

Educational Equivalency Certificate

Expiration Date

Dustin Wai On Lau	07/11/2026
David Lee Pounds	07/15/2026
Tyler Geffeny	07/15/2026
Victoriya Valerievna Tarakanova	07/15/2026
Kai Kristoffer Haugland	07/16/2026
Tatiana Hodapp	07/16/2026

Trever Pierce Fearrand	07/22/2026
Sydni Taylor	07/22/2026
Jordan Lee Trafton	07/22/2026
Nicole Michelle O'Kief	07/30/2026
Carl Anthony Arevalo	07/31/2026
Dominick Alicastro	08/01/2026
Joshua Talbert Potts	08/02/2026
Tim Rizal Setiawan	08/02/2026
Selena Nguyen	08/05/2026
Keli Deann Silva-Jackson	08/05/2026
Joesef Herman Silva-Jackson	08/06/2026
Brian Scott Leibsohn	08/07/2026
Vanessa Magaly Horie	08/08/2026

Equivalency to Uniform Section of Examination Certificate

Expiration Date

David Lee Pounds	07/15/2026
Tyler Geffeny	07/15/2026
Kai Kristoffer Haugland	07/16/2026
Tatiana Hodapp	07/16/2026
Trever Pierce Fearrand	07/22/2026
Sydni Taylor	07/22/2026
Jordan Lee Trafton	07/22/2026
Dominick Alicastro	08/01/2026
Joshua Talbert Potts	08/02/2026
Tim Rizal Setiawan	08/02/2026
Vanessa Hope Mills	08/02/2026
Keli Deann Silva-Jackson	08/05/2026
Joesef Herman Silva-Jackson	08/06/2026
Brian Scott Leibsohn	08/07/2026
Vanessa Magaly Horie	08/08/2026

Real Estate Broker Experience Certificate

Expiration Date

Kai Kristoffer Haugland	07/16/2026
Kimberly A Sloan	07/17/2026
Meli Kaikamahina King	07/18/2026
Sanshiro Rocky Kiyose	07/18/2026
Trever Pierce Fearrand	07/22/2026
Sam Sinyoung Shin	07/22/2026
Amber Rose Hind	07/22/2026
Jordan Lee Trafton	07/22/2026
Anne Michelle Meyer	07/30/2026
Courtney Lynn Williams	07/30/2026
Dominick Alicastro	08/01/2026
Joshua Talbert Potts	08/02/2026
Kelly Michelle Hartman	08/02/2026
Keli Deann Silva-Jackson	08/05/2026

Continuing Education Equivalency (CEE)

Effective Date

Linette Lum Silsbee	07/31/2024
Ryan Preston Howse	08/05/2024

Restoration – Real Estate Salesperson

Effective Date

Lanie E Liquie	07/31/2024
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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. A recording of the meeting is available at the following link: <https://youtu.be/Va85tM82qU4>.

Date: May 30, 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
John Love, Public Member/Honolulu Commissioner
Russell Kyono, Broker/Kauai Commissioner
P. Denise La Costa, Broker/Maui Commissioner
Richard Emery, Broker/Honolulu Commissioner
Audrey Abe, Broker/Honolulu Commissioner

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

Others: Seth Corpuz-Lahne, Regulated Industries Complaints Office
Sandy Ma, Regulated Industries Complaints Office
Everett Kaneshige
Courtney Hara, Hawaii Association of REALTORS®
Rebecca Brooke Corby, via teleconference

Absent: Jennifer Andrews, Broker/Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:04 a.m., at which time quorum was established by roll call.

Chair's Report: Chair Yamane noted to the Commission members and audience that the May 30, 2025 Real Estate Commission meeting is being broadcast live on 'Olelo.

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 Andrews was excused from the meeting. Prior notification of her 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.

Introductions, Correspondence and Additional Distribution

There were no additional distribution items circulated.

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on an unanimously carried to accept the minutes of the April 25, 2025, meeting.

Committees and
Program of Work:

Laws and Rules Review Committee

Legislative and Government Participation Report – HCR 102, HD1

HCR 102, HD1 strongly urges 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 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.

Commissioner Emery commented that the Commission previously addressed at length a similar request and questioned why it was placed on the agenda.

EO Ino responded that the Commission did address a similar request at its August 23, 2024 Real Estate Commission meeting to which the Commission denied the request for consideration of administering the real estate exam in the Japanese language. The issue has been placed on the agenda because the parties persuaded the Legislature to issue a House Concurrent Resolution during the recent legislative session urging the Commission to allow for the administration of the real estate salesperson's examination in Japanese.

Upon a motion by Commissioner Emery, seconded by Commissioner Abe, it was voted on and unanimously carried to reaffirm the Commission's previous decision to not offer the real estate salesperson's licensing examination in the Japanese language for reasons previously discussed.

Condominium Review Committee

Case Law Review - United States v. Kailua Village Condominium Association, et al, United States District Court, District of Hawaii, October 11, 2024 and January 29, 2025

The case law noted above was distributed for informational purposes.

Rulemaking, Chapters 107 / 119 – Report by Permitted Interaction Group on Recommended Revisions to Commission’s Proposed Condominium Rules; 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

Specialist Kleinhans reported that at its December 18, 2024 meeting, the Commission established a permitted interaction group (PI Group) tasked with (1) conducting a review of its proposed draft condominium administrative rules, including testimony received for the draft rules at the November 29, 2024 public hearing, and (2) proposing recommended revisions to the draft rules.

The PI Group considered all received testimony. After review and discussion of the draft rules and received testimony, the PI Group presents to the Commission its revised draft of the proposed condominium administrative rules. Two files were prepared for the Commission's review: (1) changes to the first draft highlighting the PI Group's suggested revisions, including justification for each revision; and (2) a clean copy representing the post-processed "second" draft that will be used in the rulemaking process moving forward. The PI Group adopted most of the rule language revisions requested in the testimony received. Pursuant to HRS §92-2.5(b)(1)(C), the deliberation and decision-making on the PI Group's report and revised draft condominium rules shall occur only at a meeting held subsequent to the PI Group's report. The matter will be placed on the Commission's June 27, 2025, meeting agenda for appropriate discussion and disposition. The PI Group's revised draft of the proposed rules will be uploaded to the Department and Commission websites for public review and download.

Commissioner Emery questioned how long the rule revision process will take and when would the rules be formally adopted.

Specialist Kleinhans responded that if the Commission were to approve the proposed draft 2 at the June 27, 2025, Commission meeting, the rules will then require review by the AG's office to determine if the changes are substantive to warrant re-review by another agency or another public hearing. If a public hearing is not required, the rules would need to be scheduled for review by the Small Business Regulatory Review Board at one of their scheduled meetings, then to Budget and Finance for further review, then enrolled to the Governor for approval. Best case scenario: the rules could be promulgated before the end of the year.

Condominium Governance and Management - Ad Hoc Committee on Condominiums Affairs and Solutions, Approval and Confirmation of Members

Specialist Kleinhans reported that at the April 25, 2025 meeting, the Commission moved to establish an Ad Hoc Committee on Condominium Affairs and Solutions primarily tasked with assisting the Hawaii State Legislature and other appropriate parties by discussing issues and identifying solutions concerning condominiums. The Real Estate Branch staff subsequently sought and considered potential members who collectively possess a broad range of knowledge about condominiums and their related issues.

The following list of members are for the Commission's consideration to serve on the committee in addition to Commissioner Abe serving as Chair of the Committee and REB staff:

Bill Owens – Condo Board President; Jeff Sadino – Condo Board Treasurer; Jonathan Billings – Founder & President, Vertical Hawaii Home Inspections & Reserve Studies, LLC; Na Lan – Attorney and Director of Damon Key Leong Kupchak Hastert; and Sachin Shaw – VP of Engineering and Design Build for Dorvin D. Leis Co., Inc. and a Condo Board Member.

While these members do not have the background of all aspects of condominium governance, it is the understanding that this committee has the ability to request the attendance and discuss certain issues with subject matter experts to better understand the nuances of certain condominium issues.

Commissioner Emery commented that going back to the formation of the committee, back in 2023, the Legislature established two task forces, one for homeowner associations and one for condominium associations. The condominium task force was provided specific issues to provide a report on, which subsequently wanted to get information from the Legislative Reference Bureau (LRB) and what other districts are doing. The task force requested \$350,000 for a budget to which they wanted \$150,000 to \$175,000 from the condominium education fund, which the Commission denied, but the Legislature appropriated the funds for transfer to LRB. As there is already a committee established of volunteers committing time over the last two years dealing with condominium issues, Commissioner Emery asked how does creating this Ad Hoc committee not take away from all their hard work and add something different than what was already established by the Legislature.

Specialist Kleinhans responded that the task force referenced by Commissioner Emery are DCCA-attached task forces, rather than an ad hoc committee for the Commission. This Ad Hoc Committee will be assisting the Commission to discuss and come up with solutions.

Commissioner Emery questioned why we are creating this Ad Hoc Committee before we receive the LRB report in 2026 and the task force report is finalized. Commissioner Emery noted that he is fearful of creating such Ad Hoc Committee with volunteers who care but may not have the experience that would be helpful to the Commission and may have conflicting or competing points of view. He noted that his preference would be to defer appointment of membership until after the LRB and Task Force reports are issued in 2026.

Specialist Kleinhans responded that the Commission discussed at its last meeting that if the Ad Hoc Committee were to be formed, any recommendation provided by the Ad Hoc Committee should not be counter to the Legislature's mandate in Act 164, SLH 2004.

Commissioner Abe noted that many owners feel unheard, and that the creation of this Ad Hoc Committee would enable some preliminary gathering of information which may, in the long run, assist those condominium owners with challenges.

Executive Officer Ino informed the Commission that the agenda topic is to decide on the membership of the Ad Hoc Committee on Condominium Affairs and Solutions. The Commission also has an Ad Hoc Committee on Education for real estate which assists the Commission in developing core courses, prelicense education, and prelicense curriculum. The Ad Hoc Committee on Condominium Affairs and Solutions was intended to model that type of support to the Commission to address relevant issues, obtain information from subject matter experts, if necessary, and report back to the Commission to consider their recommendations. The intent is not to mirror anything that the Legislature is currently doing with its studies or established task forces, but to serve as an advisory committee for the Commission, on issues that the Commission identifies as relevant to condominiums.

Commissioner La Costa moved to approve the following members to serve on the Ad Hoc Committee on Condominium Affairs and Solutions: Bill Owens, Jeff Sadino, Jonathan Billings, Na Lan, Sachin Shaw, Commissioner Abe and Real Estate Branch staff and that any future changes to the membership of the Committee be delegated to the Supervising Executive Officer. Commissioner Kyono seconded the motion. Commissioner Emery abstained. The motion was voted on and approved.

Condominium Governance and Management - Mediation and Arbitration – Approval to Enter into Mediation Contracts

Current mediation contracts with five facilitative mediation providers and four evaluative mediation providers will be expiring on June 30, 2025. The procurement of mediation and arbitration services is exempt from the requirements of the Hawaii Procurement Code, Hawaii Revised Statutes ("HRS") Chapter 103D, pursuant to Hawaii Administrative Rules ("HAR") § 3-120-4(b) (Exhibit A). The procurement policy board has determined that the procurement of mediation and arbitration services by competitive means would not be practicable or advantageous to the State. Mediation is an essential component of the self-enforcing philosophy of the condominium law. Funds to support subsidized mediation comes from the condominium education trust fund and is mandated to be used for educational purposes pursuant to HRS section 514B-71.

For facilitative mediation, the Commission has set aside \$20,000 per fiscal year total for all five providers from the condominium budget for the purpose of subsidizing mediation. The subsidized mediation operates on a first come, first served basis in any given year limited by the mediation budget allocation.

The cost for evaluative mediation is \$375 per hour. Each party in an evaluative mediation must pay the cost of one hour. Evaluative mediations are capped at \$3000 per mediation; however, at the mediator's discretion, the mediation may be continued to attempt a resolution and agreement. The Commission has capped the amount set aside for all providers of evaluative mediation and voluntary binding arbitration at \$200,000 per fiscal year, also on a first come, first served basis.

Upon a motion by Commissioner Emery, seconded by Commissioner Abe, it was voted on and unanimously carried to approve entering into contracts with private mediation providers for the delivery of facilitative and evaluative mediation for the period July 1, 2025 to June 30, 2027, with the option of renewing for two additional fiscal years.

Education Review Committee

Administrative Issues – Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on and unanimously carried to ratify the May 30, 2025, Continuing Education Providers and Courses Ratification List.

Continuing Education Core Course – 2nd Draft, Core A 2025-2026, Title – "Advertising, Agency and Accountability – it's your kuleana!"

Upon a review of draft 2 of the core course, Commissioner La Costa commented that the course draft is excellent but noted that many individuals learn with visual aides and suggested using right/wrong and yes/no sign examples.

Everett Kaneshige responded that the core course will include a comprehensive manual which will include a PowerPoint presentation with examples for signs, business cards, advertisements, etc. He further commented that the manual is a foundation for the instructor to work with, but every island is different and every instructor is different and they will come up with their own war stories to share and discuss with their students.

Upon a motion by Commissioner La Costa, seconded by Commissioner Emery, it was voted on and unanimously carried to approved Draft 2 of Core A 2025-2026 "Advertising, Agency and Accountability – it's your kuleana!".

Application – Continuing Education Provider – Hawaii Real Estate License School HRELS LLC; Administrator – Ben Eger

Upon a motion by Commissioner Abe, seconded by Commissioner Senter, it was voted on and unanimously carried to approve Hawaii Real Estate License Schools _HRELS LLC as a continuing education provider.

Course – "Purchase Contract – Best Practices and Understanding the Essential Contingencies to Service Your Clients"; Author/Owner – Ben Eger; Provider – Hawaii Real Estate License School – HRELS LLC; Course Category – Contracts; Clock Hours – 3

Upon a motion by Commissioner Kyono, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve "Purchase Contract – Best Practices and Understanding the Essential Contingencies to Service Your Clients"; Author/Owner – Ben Eger; Provider – Hawaii Real Estate License School – HRELS LLC; Course Category – Contracts; Clock Hours – 3 as a continuing education elective course.

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

Specialist Kekoa reported that the course was deferred from the April 2025 REC meeting. The applicant worked with staff and requested corrections were made.

Commissioner La Costa noted that question #8 did not include an explanation, #9 included an incomplete sentence, and at the last meeting it was mentioned to include Hawaii Housing Finance and Development Corporation (HHFDC) information.

Commissioner Senter moved to approve "Condo Lending – What Agents Should Know"; Author/Owner – Dana Booth; Provider – Performance School of Real Estate; Course Category – Finance; Clock Hours – 3 as a continuing education elective course subject to completion of the application and inclusion of HHFDC financing programs. Commissioner La Costa seconded the motion. The motion was voted on and unanimously carried.

Administration of Examinations

Licensing Examination Statistics 4/1/25 – 4/30/25

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates – 4/1/25 – 4/30/25

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

School Summary by Test Category – 4/1/25 – 4/30/25

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

Licensing –
Ratification:

Licensing and Registration – Ratification

Upon a motion by Commissioner La Costa, seconded by Commissioner Abe, it was voted on and unanimously carried to ratify the May 30, 2025, 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.

Executive Session:

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

Justine Pantohan

After a review of the information provided, Commissioner Senter moved to approve the real estate salesperson license for Justine Pantohan. Commissioner La Costa seconded the motion. The motion was voted on and unanimously carried.

Chapter 91, HRS,
Adjudicatory
Matters:

The Chair called for a recess from the meeting at 10:14 am to discuss and deliberate on the adjudicatory matters, pursuant to Chapter 91, HRS.

Chair Yamane took the agenda out of order to hear oral arguments on item 7.d., In the Matter of the Real Estate Broker Licenses of Iridescent Productions, LLC., doing business as Turquoise Hawaii Real Estate, and Rebecca Brooke Corby, doing business as Rebecca Corby: REC 2022-410-L; Commission's Final Order.

In the Matter of the Real Estate Broker Licenses of Iridescent Productions, LLC., doing business as Turquoise Hawaii Real Estate, and Rebecca Brooke Corby, doing business as Rebecca Corby: REC 2022-410-L; Commission's Final Order – Oral Arguments

Seth Corpuz-Lahne on behalf of the Regulated Industries Complaints Office stated that the petitioner stands on its written exceptions and offers supplemental comments.

Respondent Corby was allowed to provide a response and was present via teleconference.

Commissioner Emery moved to accept the Commission's final order in the matter of the real estate broker licenses of Iridescent Productions, LLC., doing business as Turquoise Hawaii Real Estate, and Rebecca Brooke Corby, doing business as Rebecca Corby: REC 2022-410-L. Commissioner Senter seconded the motion. Commissioner La Costa opposed. Chair Yamane, Commissioners Kyono, Abe, and Love voted aye. The motion carried.

In the Matter of the Real Estate Salesperson's License of Leeann Starinieri: REC 2023-461-L; Amended Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

Upon a motion by Commissioner Senter, seconded by Commissioner Abe, it was voted on and unanimously carried to accept the amended settlement agreement prior to filing of petition for disciplinary action and Commission's Final order in the matter of the real estate salesperson's license of Leeann Starinieri, REC 2023-461-L.

In the Matter of the Real Estate Broker's License of Stephen T. Wells: REC 2025-115-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

Upon a motion by Commissioner La Costa, seconded by Commissioner Emery, it was voted on and unanimously carried to accept the settlement agreement prior to filing of petition for disciplinary action and Commission's final order in the matter of the real estate broker's license of Stephen T. Wells, REC 2025-115-L.

In the Matter of the Real Estate Broker Licenses of Hale Nani Realty LLC and Mon-Jiuan Ide: REC 2024-503-L; Settlement Agreement Prior to Filing of Petition for Disciplinary Action and Commission's Final Order

Commissioner Emery moved to accept the settlement agreement prior to filing of petition for disciplinary action and Commission's final order in the matter of the real estate broker licenses of Hale Nani Realty LLC and Mon-Jiuan Ide, REC 2024-503-L. Commissioner Abe seconded the motion. Commissioner La Costa abstained. Chair Yamane, Commissioners Kyono, Senter, and Love voted aye. The motion carried.

Following the Commission's review, deliberation, and decision in the matters, pursuant to Chapter 91, HRS, Chair Yamane announced that the Commission was reconvening its scheduled meeting at 11:14 a.m.

In the Matter of the Real Estate Broker Licenses of Iridescent Productions, LLC., doing business as Turquoise Hawaii Real Estate, and Rebecca Brooke Corby, doing business as Rebecca Corby: REC 2022-410-L; Commission's Final Order

Ms. Corby was contacted via telephone and informed of the Commission's decision to accept the Commission's final order as is with a \$400 fine.

Next Meeting: Friday, June 27, 2025; 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 11:17 a.m.

Reviewed and approved by:

/s/ Miles Ino

Miles Ino
Executive Officer

June 15, 2025

Date

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

MI:tn

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

<u>Brokers – Individual</u>	<u>Effective Date</u>
Allen S Hanaïke aka Allen Hanaïke	03/28/2025
Chelsey Nohelani Alvarez	03/28/2025
Moses Young Kahalekulu aka Moses Kahalekulu	04/02/2025
Evan Blazso Rock aka Evan B Rock	04/03/2025
Bixia Lin	04/07/2025
Maria Corazon Eligio Agliam aka Cora Agliam	04/09/2025
Eric James Pascual	04/10/2025
Wei Yang	04/10/2025
Kimberly Ann Sloan	04/10/2025
Kristine Nicole Dugan aka Kristine Dugan	04/16/2025
Huifeng Zhu aka Judy Zhu	04/16/2025
Albert S Kurisu	04/16/2025
Katie McKenna St Onge aka McKenna St Onge	04/25/2025
John Richard Clay aka John Clay	04/25/2025
Christie Dawn Hayes aka Birdie Hayes	04/25/2025
Rebecca Wilson aka Becky Wilson	04/29/2025
Jooyun Claire Chung aka Claire Chung	05/05/2025
Jennifer Simon Carey	05/06/2025
Cherie Harue Furuta Dang aka Cherie H Dang	05/08/2025
Cameron Davar Ansari aka Cameron Ansari	05/19/2025
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Blaze Keka Ryder aka Blaze Ryder	04/04/2025
Tyler Ray Gaumont aka Tyler Gaumont	04/08/2025
Viktor Stanislavovich Polikarpov aka Viktor Polikarpov	04/09/2025
Lea Manon Lijoi Godfrey aka Lea Godfrey	04/09/2025
Victoria Lynn Cain Price	04/10/2025
Alexander Dean Ibarra	04/10/2025
Savannah Genesis Shimizu aka Savannah G Shimizu	04/11/2025
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

Brokers – Corporations and Partnerships

Effective Date

Next Up Inc. dba Next Up Realty Heather Chase, PB	04/30/2025
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Brokers – Limited Liability Company (LLC)

Effective Date

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

Sole Proprietor

Richelle Thomson dba Silversword Realty & Property Management	05/22/2025
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Branch Office

Effective Date

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

Educational Equivalency Certificate

Expiration Date

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
Lytic Leolani Medeiros	05/27/2027
Risa Catherine Yacapin	05/29/2027

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

<u>Real Estate Broker Experience Certificate</u>	<u>Expiration Date</u>
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	05/07/2027
Juniper Marie Adler	05/12/2027
Jasmine-Victoria Akiko Crusat	05/14/2027
David John Hubbard	05/14/2027
Kalista Sherae Kiana Guerpo	05/22/2027
Yeokyeong Kang	05/22/2027
Igor Kudryn	05/28/2027

<u>Condominium Hotel Operator</u>	<u>Effective Date</u>
Crescent Hotel Management Services LLC	05/05/2025

**CONTINUING EDUCATION PROVIDERS AND COURSES
 RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE
 MAY 30, 2025**

<u>Registration/Certification</u>	<u>Effective Date</u>
Courses	
"Lead Awareness and Compliance" (3 credits/National) (The CE Shop, LLC/ARELLO)	04/03/2025
"Green Designation: The Intersection of Real Estate Sustainability" (12 credits) (Franklin Energy Services, LLC/National)	04/22/2025

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON JUNE 26, 2026

<u>Brokers – Individual</u>	<u>Effective Date</u>
Treena Lynn Smith	05/11/2026
Brent William Wenner aka Brent W Wenner	05/19/2026
Adam David Vaughn	05/26/2026
Jessica Margaret Oyanagi aka Jessica M Oyanagi	05/26/2026
John E Roden aka Jack Roden	06/01/2026
Michael Paul Carter	06/01/2026
Luan Duc Nguyen aka Lewis Nguyen	06/05/2026
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Alla Odowd aka London Odowd	11/09/2022
Ashley Marie Caires	03/31/2026
Erich Kaleo Aloha Ollech aka Kaleo Ollech	05/14/2026
Ashish Garg	05/14/2026
Lorraine Yoshiko Nishimoto aka Lori Nishimoto	05/14/2026
Trudy Lynne Gallagher aka Trudy Gallagher	05/14/2026
Jessica K K T Paia aka Jessica Taum Paia	05/14/2026
Matthew Urquidez Bergdorf	05/15/2026
Hector Javier Rivera aka Hector J Rivera	05/15/2026
David R Santander	05/18/2026
Matthew Kainoa Darby aka Matthew Darby	05/18/2026
Charlotte Catherine Tonneaux aka Charlotte Tonneaux	05/18/2026
Serena Juan Chen aka Serena Chen	05/18/2026
Everett Kekoa Collier	05/18/2026
Kiron Leicht Jabour aka Kiron Jabour	05/18/2026
Thomas Ka'onohiopu'uwai Kam Depontes aka Thomas Depontes	05/18/2026
Nolan James Lehman	05/18/2026
Kaya Rain Waldman aka Kaya Waldman	05/18/2026
Hudson Dane Della Lucia	05/18/2026

Xueying Angela Chen aka Angela Chen	05/19/2026
Kristie Lynn Valentine aka Kristie Valentine	05/20/2026
Matthew B Swiderski	05/20/2026
Nicole Leilani Elarionoff Sauer aka Nikki Sauer	05/20/2026
Na Huang	05/20/2026
Koral C. Chandler	05/21/2026
Joshua Seth Hirsch aka Joshua Hirsch	05/21/2026
Ying Hu	05/21/2026
Desmond Isaiah Zadlo	05/21/2026
Christopher Brian Smith	05/26/2026
Nicholas Galda Comeau	05/26/2026
Teresa Leann Christensen	05/26/2026
Valerie Joane Bagwell aka Valerie J Bagwell	05/26/2026
Hugh Brian Brady aka Hugh Brady	05/26/2026
Quinn Mccabe Olson aka Quinn Olson	05/26/2026
Sean Robert Greene aka Sean Greene	05/26/2026
Brandon Dee Christensen	05/27/2026
Michael Jeffery House aka Michael House	05/27/2026
Jovanny Aparicio-Cuevas aka Jo Aparicio-Cuevas	05/27/2026
Savannah Lynn Gomes aka Savannah Gomes	05/27/2026
Raluca Gabriela Fallon aka Raluca Fallon	05/27/2026
Michael Rischel Nevins aka Michael Nevins	05/28/2026
Tyler Matthew Labrador aka Tyler Labrador	05/28/2026
Hector Gabriel Melendez Torres	05/31/2026
Elizabeth Long aka Liz Long	06/01/2026
John Martin Lastner aka J Martin Lastner	06/01/2026
Bridgett Marie Parker	06/01/2026
Amalia Kathleen Ramirez	06/01/2026
Oscarine A Kirchner	06/01/2026
Renita L Norman aka Renita Norman	06/02/2026
Clifford Vory Taichan Lum dba Vory Lum	06/02/2026
Patrick Hwijun Kang	06/02/2026
Ian Alexander Martin aka Ian Martin	06/03/2026

Sally Ann Rankin	06/03/2026
Raphael Ramos	06/03/2026
Ashley Marie Bauer aka Ashley Bauer	06/03/2026
Marta Agata Cozzetti	06/04/2026
William Alexander Dahlman aka Alex Dahlman	06/04/2026
Kayla Darlene Note aka Kayla Note	06/05/2026
Dylan Eden Hajime Fujii aka Dylan Fujii	06/05/2026
Jeannie Eun Jeong Lee aka Jeannie Lee	06/08/2026

<u>Brokers – Limited Liability Company (LLC)</u>	<u>Effective Date</u>
Hawaii Exclusive Management LLC dba Heavenly Vacations Lawrence Hinkel, PB	05/27/2026
Moncore LLC dba Moncore Real Estate Monica Takabayashi, PB	05/27/2026
Rainstone Real Estate Group LLC Deqin Guan, PB	06/03/2026
Axen Realty LLC Brent William Wenner, PB	06/08/2026

<u>Trade Name</u>	<u>Effective Date</u>
Hey Whatz What LLC dba Team Lally	05/15/2026

<u>Legal Name Change (Individual)</u>	<u>Effective Date</u>
Staci L Wolff nka Staci Lynn Lininger fka Staci L Wolff	03/27/2026
Cynthia M Wright nka Cynthia Marie Hughes fka Cynthia M Wright	04/28/2026
Michael Makana Osborne nka Makana Bonde fka Michael Makana Osborne	05/11/2026
Porsche Sue Kimiko Nathaniel nka Porsche Sue Kimiko Ha`o fka Porsche Sue Kimiko Nathaniel aka Porsche Ha`o fka Porsche Nathaniel	05/18/2026
Lexi Ann Hee nka Lexi Ann Lau fka Lexi Ann Hee aka Lexi Lau fka Lexi Hee	05/18/2026

Annette S A Lanting nka Annette Suzanne Adonis fka Annette S A Lanting aka Annette Suzanne Adonis fka Suzanne A Lanting	05/22/2026
Ashley M Mann nka Ashley Marie Kealohialaikalani Ing fka Ashley M Mann aka Ashley Ing fka Ashley Mann	05/28/2026
Jenny Jinhee Chong nka Jenny Jinhee Hur fka Jenny Jinhee Chong	05/29/2026
Erica Monique King-Schreur nka Erica Monique King fka Erica Monique King-Schreur aka Erica King fka Erica King-Schreur	06/02/2026
Steven W Jones nka Steven William Casillas-Jones fka Steven W Jones	06/05/2026

<u>License Name Change (Individual)</u>	<u>Effective Date</u>
Yoojeong Iyo aka Sandie Y Iyo	06/08/2026

<u>Educational Equivalency Certificate</u>	<u>Expiration Date</u>
Ernesto Manuel Aguila Jr	05/18/2028
Gregory Wayne McComb	05/21/2028
Deandra Marie Allen	05/22/2028
Grant Benjamin Evans	05/22/2028
Di Kou	05/28/2028
Brenda Mae Lehuanani Cardona	06/01/2028
Brent Clain Weekes	06/01/2028
Mark Garrett Valencia	06/01/2028
Kim-Hee Wong	06/03/2028
Courtney Amaya	06/04/2028
David Golovin	06/08/2028
Arleen Richartz	06/10/2028
Sean Walter Frommelt	06/12/2028

<u>Equivalency to Uniform Section of Examination Certificate</u>	<u>Expiration Date</u>
Jeremy Robert Gibbons	05/14/2028
Ernesto Manuel Aguila Jr	05/18/2028
Gregory Wayne McComb	05/21/2028
Deandra Marie Allen	05/22/2028
Grant Benjamin Evans	05/22/2028
Di Kou	05/28/2028
Brenda Mae Lehuanani Cardona	06/01/2028
Brent Clain Weekes	06/01/2028
Jack Paul Smith	06/03/2028
Coutney Amaya	06/04/2028

David Golovin	06/08/2028
Arleen Richartz	06/10/2028
Sean Walter Frommelt	06/12/2028

<u>Real Estate Broker Experience Certificate</u>	<u>Expiration Date</u>
Darren K Wong	05/19/2028
Gregory Wayne McComb	05/21/2028
Bobbie A Favela	05/22/2028
Robyn Kelly Dutton	05/26/2028
Alesia J Borja	05/28/2028
Di Kou	05/28/2028
Koji Minami	06/01/2028
Brenda Mae Lehuanani Cardona	06/01/2028
Brent Clain Weekes	06/01/2028
Dolcy Donesa Gebauer	06/05/2028
David Golovin	06/08/2028
Miki Fujiyama	06/08/2028
Eun Chong David Hwang	06/09/2028
Raynard Luke Marquina	06/10/2028
Leiana Dorothy Milho	06/10/2028