

School Files

Hawaii Real Estate Commission

February 2004 <http://www.hawaii.gov/hirec>

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CALCULATORS USED IN EXAMS

At the Commission's December 2003 Education Review Committee (ERC) meeting, a request was made by one of our prelicense instructors for a determination of whether the HP12C calculator is permissible for use in the broker's licensing exam. A broker candidate had recently appeared at the exam with the HP12C in hand, but exam site personnel did not permit the candidate to use the HP12C calculator for the exam.

The request came before the ERC because the HP12C was described as meeting the criteria as stated in the Hawaii Real Estate Candidate Handbook, page 12, "Calculators are permitted if they are silent, hand-held, battery-operated, nonprinting, and without an alphabetic key pad." The ERC referred the matter to the Commission's Education Evaluation Task Force (EETF) for further review and recommendation back to the Commission.

At the EETF's January 22, 2004, meeting, the prelicense instructors who attended were polled as to what they felt was acceptable for calculators permitted in the licensing exam. Unanimously, all felt the current requirements of a calculator permitted in the exam were still legitimate and other calculators, sometimes described as "financial" calculators, such as the HP12C, should not be included. The HP12C is able to store formulas. This capability by itself may open the door to bringing in stored information which would not be acceptable at the test site.

At this time, only basic four-function calculators that are silent, hand-held, battery-operated, nonprinting, and without an alphabetic keypad will be permitted for the salesperson's and broker's examinations.



A REVISED AND UPDATED BROKER'S CURRICULUM

In June, 2003, the Real Estate Commission selected RE3LLC, Real Estate Services, headed by Wayne Richardson III, and his partner/assistant, Janice Lind, to revise and update the 20-year-old broker's curriculum. This important project is nearing completion and will be up for Commission approval shortly. The final product was shaped by comments from an excellent cross-section of the real estate community including Education Evaluation Task Force broker's curriculum ad hoc committee members and prelicense schools/instructors. (Note: invitations were sent to all certified prelicense schools and instructors to attend the January 22, 2004 meeting to comment on the final draft of the broker's curriculum.)

What's new? The broker's curriculum will now be 80 hours in length. Before it can be implemented, amendments to Chapter 99, Hawaii Administrative Rules must be made. The general outline with **suggested time frames** will look like this:

SECTION	SUBJECT	HOURS
1	Introduction and Background.....	2
2	Real Estate Licensing Laws	5
3	Nature and Description of Real Estate	2
4	The Law and Real Property	2
5	Encumbrances, Liens, Easements	3
6	Real Estate and Other Taxes, Tax Liens	4
7	Tenancy and Ownership of Real Estate	3.5
8	Condominiums, Cooperatives, Planned Unit Developments and Timeshare	4
9	Interest in Real Estate	2
10	Real Estate Brokerage Administration	8
11	Agency	4
12	Listing Agreements and Buyer Representation	1
13	Standard of Ethical Practices in Real Estate	2
14	Real Estate Contracts	3
15	Hawaii Standard Forms	5.5
16	Closing the Real Estate Transaction	6
17	Real Estate Financing Principles	2
18	Real Estate Financing Practices	2
19	Property Management5
20	Commercial Real Estate Management and Leasing	2
21	Leases in Residential Real Estate	1.5
22	Landlord-Tenant Code	2.5
23	Real Estate Valuation and Appraisal	4
24	State Land Use Controls and Property Development	3
25	Fair Housing Laws and The Americans With Disabilities Act	2
26	Environmental Issues and the Real Estate Transaction5
27	Real Estate Mathematics	3

As with the current broker's curriculum, there is allowance for individual preferences in teaching. The time frames, again, are suggested and may be slightly adjusted as needed.

There will also be six (6) classroom handouts provided with the curriculum. The topics of these handouts include a list of websites and resources, guidelines for creating brokerage policies and procedures manuals, and a glossary of key real estate terms, including Hawaiian words commonly used in real estate. The remaining three handouts are yet to be determined.



REAL ESTATE COMMISSION 2004 MEETING SCHEDULE

Laws & Rules Review Committee – 9 a.m. Education Review Committee – Upon adjournment of the Laws & Rules Review Committee Meeting Condominium Review Committee – Upon adjournment of the Education Review Committee Meeting	Real Estate Commission – 9 a.m.
Wednesday, February 11, 2004	Friday, February 27, 2004
Wednesday, March 10, 2004	Thursday, March 25, 2004
Wednesday, April 14, 2004	Friday, April 30, 2004
Tuesday, May 11, 2004	Friday, May 28, 2004
Monday, June 7, 2004	Friday, June 25, 2004
Wednesday, July 14, 2004	Friday, July 30, 2004
Wednesday, August 11, 2004	Friday, August 27, 2004
Wednesday, September 8, 2004	Friday, September 24, 2004
Wednesday, October 13, 2004	Friday, October 29, 2004
Wednesday, November 10, 2004	Wednesday, November 24, 2004
Thursday, December 9, 2004	Friday, December 17, 2004

All meetings will be held in the Queen Liliuokalani Conference Room, King Kalakaua Building, 335 Merchant Street, First Floor, Honolulu.

Meeting dates, locations and times are subject to change without notice. Please visit the Commission's website at www.hawaii.gov/hirec or call the Real Estate Commission's Office at 586-2643 to confirm the dates, times and locations of the meetings. This material can be made available to individuals with special needs. Please contact the Executive Officer at 586-2643 to submit your request.



COMMISSION'S 2003-2004 CORE COURSE and INSTRUCTORS DEVELOPMENT WORKSHOP



The Commission's core course, "2003-2004 Law Review and Updates, and Ethics," is in its final stage of completion. Once the course materials are finalized, there will be a "train the trainer" sessions on Maui and O'ahu for all interested continuing education instructors and schools. The dates for the "train the trainer" sessions are Monday, March 15, 2004 on Maui at the REALTORS® Association of Maui, and Tuesday, March 16, 2004, on O'ahu in the Queen Lili'uokalani Room, King Kalakaua Building, 335 Merchant Street, 1st Floor, Honolulu.

Both sessions will be all day sessions and will fulfill the Instructors Development Workshop (IDW) requirement for the current biennium. The "train the trainer" sessions are being offered at NO CHARGE. Remember that all continuing education instructors and pre-license instructors must complete an instructor's development workshop approved by the Commission within the biennium. (See §16-99-58(c) and §16-99-104(e), Hawaii Administrative Rules)

ProSchools, Inc., based in Portland, Oregon, was selected by the Commission to develop its 2003-2004 core course. Sandy Japely and Linda Nadeau of ProSchools, Inc. will be conducting the "train the trainer" sessions. The core course represents a lot of time and effort on the part of ProSchools, Inc. as well as the Commission's Education Evaluation Task Force (EETF) chaired by Commissioner Trudy Nishihara. ProSchools, Inc. was able to interview task force members, agents active in the industry from both small and large brokerages, as well as Real Estate Branch staff, to put together the core course content.

As part of the contracted agreement, ProSchools, Inc. will also be providing the laws and rules updates for the 2005-2006 biennium, which will be part of the 2005-2006 Commission core course.

The 2003-2004 core course will be divided into two sections, a laws and rules review and update section, and an ethics section. The Commission felt strongly that the Slice Waste and Tape (SWAT) rule changes that took effect May, 2001, are still not widely recognized by the real estate industry. So, a review of these important changes is included in the 2003-2004 core course. Ethics is an area that is being emphasized nationally, and conduct of agents with consumers as well as other agents must be guided by a strong ethical grounding.

If you are interested in attending the "train the trainer" session which will also qualify as an IDW for this biennium, please complete the form on page 7 and mail the form, postmarked no later than March 8, 2004, to:

Real Estate Branch
Attn: Karyn Takahashi
King Kalakaua Building
335 Merchant Street, Room 333
Honolulu, HI 96813

LICENSE RECOGNITION

The Department of Commerce and Consumer Affairs is working with the Real Estate Commission to sponsor a bill during the 2004 legislative session relating to real estate licensing. HB 2417 and SB 2892 allow the Real Estate Commission to enter into formal license recognition agreements with other states and jurisdictions recognized by the Association of Real Estate License Law Officials (ARELLO).



The proposed addition to Hawaii Revised Statutes, Chapter 467, Real Estate Brokers and Salespersons, reads: “As determined by the Commission, the Commission may enter into a license recognition agreement with another state, or a jurisdiction recognized by the Association of Real Estate License Law Officials, with an equivalent real estate licensing law as determined by the Commission.”

Who is ARELLO? The Association of Real Estate License Law Officials is an international association of real estate license law officials from the states and territories of the United States, Canadian Territories, Australian Territories, and about 18 countries from the Far East, Caribbean, Central America, South America, Africa, and Europe. The primary purpose of ARELLO is for the better administration and enforcement of real estate licensing and regulatory laws among the membership. It has been the leading advocate of removing barriers to license recognition. It has developed and promoted various uniform licensing and regulatory laws and provides certification in a number of areas.

What is license recognition? The basic concept of license recognition is where a candidate for licensure in one state can utilize the candidate’s license from another state to meet some requirements in the state the candidate is seeking licensure. ARELLO recognizes that Hawaii has had some form of license recognition since the early 1970s when prelicensing education waivers and broker experience waivers were granted to out of state licensees. Today, Hawaii grants equivalencies to out of state licensees for prelicensing education, the uniform section of the Hawaii licensing exam, the broker experience requirement, and the elective courses requirement for continuing education. Hawaii has been practicing license recognition for over 30 years.

What is the difference between a license recognition agreement and a license reciprocity agreement? Although there is no uniform definition for license recognition or license reciprocity agreements, ARELLO has reported some common characteristics. The agreements reflect that reciprocity is a license for license exchange without having to meet any additional requirements subject to the person having a current, unencumbered license and, in most instances, paying licensing fees. License recognition, on the other hand, has some prelicensing requirements, usually either passing the state section of the licensing exam, taking a state-specific licensing course, or taking a continuing education course in state laws and rules, in addition to the payment of licensing fees. The balance of the terms of the agreement is what the states are able to negotiate in terms of exchange of information, consumer assistance, enforcement assistances, etc

The Hawaii Association of REALTORS® supports the bill.

2004 PROMISSOR HOLIDAY/NON TESTING SCHEDULE

January

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

February

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29						

March

Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

April

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

May

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

June

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

January
 1- Thur*, 2- Fri*
 New Years Day
 19-Monday*
 Martin Luther King's Day
 *No Testing

February
 16- Monday*
 Presidents Day
 *No Testing

April
 9-Fri*, 10-Sat*
 Spring Break
 *No Testing

May
 29-Sat*, 31-Mon*
 Memorial Day
 *No Testing

July
 3-Saturday, 5-Monday*
 Independence Day
 *No Testing

September
 4-Sat*, 6-Mon*
 Labor Day
 *No Testing

October
 11- Monday*
 Columbus Day
 *No Testing

November
 25-Thur*, 26-Fri*, 27-Sat
 Thanksgiving
 *No Testing

December
 24-Fri*, 25-Sat*
 Christmas
 31-Friday*
 New Years Eve
 *No Testing

July

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

August

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

September

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

October

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

November

Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

December

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

CURRENT CONTINUING EDUCATION PROVIDERS

Provider	Phone No.	E-mail	Web Address
Abe Lee Seminars	942-4472	abelee@hawaii.rr.com	www.abeleeseminars.com
Akahi Real Estate Network LLC	331-2008	akahi@jayhawaii.com	www.jayhawaii.com
Brian R. Thomas dba Edventures	885-2117		
Century 21 Real Estate School	263-4074		
Coldwell Banker Pacific Properties Real Estate School	947-8102		
Continuing-ed-online.org	866-523-3638	steve@continuing-ed-online.org	www.continuing-ed-online.org
Dower School of Real Estate	735-8838	dower@dower.com	www.dower.com
Duplanty School of Real Estate	737-5509	duplanty@lava.net	www.duplantyschool.com
Eddie Flores Real Estate	951-9888	info@eddiefloresce.com	www.eddiefloresce.com
ERA School of Real Estate	877-6565		
Fahrni School of Real Estate	486-4166		
Hawaii Assn. of REALTORS®	733-7060		www.hawaii Realtors.com
Hawai'i CCIM Chapter	528-2246	info@ccimhawaii.org	www.ccimhawaii.org
Hogan School of Real Estate	1-800-794-1390		
Honolulu Board of REALTORS®	732-3000	HiCentral.com	www.hbr.com
John Reilly		John@internetcrusade.com	www.john-reilly.com
Kapiolani Community College	734-9211		
Kauai Board of REALTORS®	245-4049		
Kona Board of REALTORS® Inc.	329-4874		
Lorman Education Services	715-833-3940		
Lynn W. Carlson	874-4064		
Pacific Real Estate Institute	524-1505		
REALTORS® Assn. of Maui Inc.	873-8585	info@mauiboard.com	www.mauiboard.com
Russ Goode Seminars	597-1111		
Seiler School of Real Estate	874-3100	seiler@maui.net	www.rickseiler.com
Thomas J. Douma	879-6000	tom@inspectiongroup.com	www.hawaiiinspectiongroup.com
University of Hawaii at Manoa	956-8244	pamelaf@hawaii.edu	www.outreach.hawaii.edu
Waikiki Realty Real Estate School	955-8282		



2003-2004 Core Course/Instructors Development Workshop Registration Form

Registrant's Name: _____

Mailing Address: _____

Contact Phone Nos.: _____

E-mail Address: _____

Session you are planning attend: _____ Maui, Monday, March, 15, 2004

_____ Oahu, Tuesday, March 16, 2004

Form must be postmarked no later than Monday, March 8, 2004. Return to: Real Estate Branch, Attn: Karyn Takahashi, King Kalakaua Building, 335 Merchant Street, Room 333, Honolulu, HI 96813.

CURRENT PRELICENSE EDUCATION SCHOOLS

Provider	Phone No.	E-mail	Web Address
Abe Lee Seminars	988-3751	abelee@hawaii.rr.com	www.abeleeseminars.com
Akahi Real Estate Network LLC	331-2008	akahi@jayhawaii.com	www.jayhawaii.com
Century 21 Real Estate School	263-4074	c21hale@aol.com	www.the-islands.com
Coldwell Banker Pacific Properties Real Estate School	947-8102		
Dower School of Real Estate	735-8838	dower@dower.com	www.dower.com
Fahrni School of Real Estate	486-4166		
Hawaii Academy of Real Estate LLC	245-8169		
Hudson Real Estate School	387-6566		
Maui Community College – VITEC	984-3231		
Premier Realty 2000 Inc.	955-7653		www.pr2k.com
REEF Inc., Hawaii Institute of Real Estate	521-0071	hire@808mail.com	www.JohnStapleton.com
Seiler School of Real Estate	874-3100	seiler@maui.net	www.rickseiler.com
University of Hawaii at Manoa	956-8244	pamelaf@hawaii.edu	www.outreach.hawaii.edu
Vitousek Real Estate Schools	946-0505	vitousek@vitousek.net	www.vitousek.com



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State of Hawaii
Real Estate Commission
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