

School Files

Hawaii Real Estate Commission

October 2005 <http://www.hawaii.gov/hirec>

NEW 60-HOUR SALESPERSON CURRICULUM

Start planning now. The new 60-hour salesperson curriculum must be offered in place of the current 45-hour curriculum beginning January 1, 2006. For the schools that offer independent study courses, please disclose the transition date to your students prior to signing up for the independent course. Once they complete the independent study course they will receive their School Completion Certificate which expires two years from the issue date. Independent study students under the current 45-hour curriculum do not have to make up the additional 15 hours under the new salesperson curriculum. However, they should be informed that the sooner they take the license exam the better passing chance they have. Statistics consistently show that the longer a person waits after completing a course of study before taking an exam on the subject matter, the lower the passing percentage rate.

Again, the current 45 hour salesperson curriculum can be offered until December 31, 2005.

NEW SALESPERSON LICENSE EXAM

As a result of the Hawaii Real Estate Test Development meetings with Promissor October 17-19, 2005, the salesperson license exam will change effective February 1, 2006. The current salesperson's license exam will continue to be given through January 31, 2006.

The test development committee reviewed both the broker's and salesperson's question pool and made changes as necessary.

In all exams there are 10 "pretest" questions in addition to the 50 test questions. The pretest questions are not scored. After a specific time period has elapsed, the pretest questions are reviewed for effectiveness. If it appears that applicants are purely guessing and do not know the correct answer, the question is flagged for further review, and as a result of the review, may be pulled from the pool. Other pretest questions that perform to statistic standards may be moved into the test question pool.

Test development is done on an annual basis.



This information can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at 586-2643 to submit your request.

EDUCATION EVALUATION TASK FORCE

The Education Evaluation Task Force (EETF) is a subcommittee formed by the Real Estate Commission in September 2003. The EETF acts as a catalyst for review and change to real estate education programs, requirements, and administrative laws and rules. The group meets quarterly, and in its short existence has reviewed and made recommendations regarding the new 80-hour broker curriculum which was implemented in January 2005, reviewed and made recommendations for the Commission's 2003-2004 core course, the first core course made available in an on-line format and live classroom format, reviewed and made recommendations for the Commission's 2005-2006 core course, which is currently available through continuing education providers, again in both a live classroom and on-line format, and reviewed and made recommendations on the new 60-hour salesperson curriculum, which is targeted for implementation on January 1, 2006.

The EETF has initiated discussions on increasing continuing education requirements, establishing post-licensing education for brokers and salespersons, amending requirements for the certification of prelicense instructors, and reviewing the current rules in Hawaii Administrative Rules, Chapter 99, Real Estate Brokers and Salespersons.

The EETF is composed of real estate brokers who are active in commercial real estate, residential real estate, and property management, and representatives from the Honolulu Board of REALTORS®, REALTORS® Association of Maui, Kauai Board of REALTORS®, Big Island Board of REALTORS®, and the Hawaii Association of REALTORS®. Both large and small brokerages are represented, as are all Neighbor Islands.



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