

School Files

Hawaii Real Estate Commission

December 2007

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

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REAL ESTATE LAW UPDATE and AGENCY Overview, 2007-2008 Commission Core Course

The Real Estate Commission's mandatory core course for the 2007-2008 biennium is being offered in two parts, Part A and Part B. Part A is currently being offered by some of the Commission's continuing education providers. The core course is again available in a live-classroom and on-line format.

Part A may be completed in 2008, it does NOT have to be taken in 2007, although the Commission recommends that Part A be taken in a timely manner, as the 2007 legislative update is included, and licensees will be able to be updated on a yearly basis, as compared to an update every two years. Part B will be available in the summer of 2008, and will include the 2008 legislative update. Again, BOTH Part A and Part B may be offered in 2008.

The topic for Part B of the core course will be Disclosures.



roster@dcca.hawaii.gov

For your convenience, please make use of roster@dcca.hawaii.gov for continuing education and prelicense education questions, changes, updates, submission of completed course rosters, and concerns or suggestions to improve the Commission's education programs.

NO ASSOCIATE INSTRUCTOR CATEGORY

The Real Estate Commission's Education Evaluation Task Force (EETF) met on October 11, 2007. The main topic of discussion was whether or not to create the category of "associate instructor" (prelicense). The proposed rules to create an associate instructor appeared in the September 2007 and February 2006 issues of *School Files*.

The proposed creation of an associate instructor category was prompted by concerns expressed by a prelicense instructor who was finding it difficult to recruit prelicense instructors to help ease the burden of having to teach the prelicense courses. Two of the primary areas of concern were meeting the Hawaii broker experience requirements and having experience in Hawaii as a full-time real estate broker. Potential instructors from the mainland could not meet these requirements.

After lengthy review and discussion of the proposed rules, and based on comments previously received, and comments by members of the EETF, it was recommended that: 1) prelicense instructors NEED to have Hawaii real estate experience to be effective in the class room; 2) the substitute instructor will continue to teach no more than 50% of the scheduled classes; 3) the guest lecturer SHOULD teach in the presence of the certified prelicense instructor and for not more than 50% of the classes; and 4) the existing requirements for prelicense instructor require teaching experience (minimum one year in real estate topics within the three year period prior to the date of the instructor application) and that requirement should remain. Furthermore, it is too difficult to limit the topics taught by an associate instructor to only the uniform section, as the topics are integrated with Hawaii requirements, and it is difficult to separate the two during instruction.

At this time, there will be no proposed rules to create an "associate instructor".



TEST DEVELOPMENT MEETINGS WITH PROMISSOR

The annual test development meetings with the Real Estate Commission's test administrator, Promissor – a Pearson VUE company, were held Monday, October 22 - 23, 2007, at the Hilton Hawaiian Village Resort & Spa. Ho Mun, Account Manager; Don Wagner, Vice-President, Business Development, Pearson VUE; Christopher Beer and Melody Suchowicki, facilitators, attended the meetings.

There were no major changes made to either the salesperson's or broker's curricula this year, and the Hawaii state content outlines for the two exams remain essentially the same. A minor change was made to the description of content area VII.B., Financing, Hawaii-specific institutional financing. "Hawaii-specific" was deleted from the description, as the items which were categorized as such were not "Hawaii-specific" but general types of financing.

All test items in the salesperson's and broker's item pools including pre-test (non-scored) items were reviewed. As necessary, test items were revised or deleted. There were new test items written for both exams. All new test items will be incorporated in future real estate exams as pre-test (non-scored) questions, until enough test takers have answered the questions, and appropriate statistics have been compiled.

The 2007 test development meetings were very successful and productive. The "new" test will be available around February 2008.

EDUCATOR'S FORUM WITH PROMISSOR

The 2007 Educator's Forum with the Real Estate Commission's test administrator, Promissor – A Pearson VUE Company, was held on Wednesday, October 24, 2007, at the Hilton Hawaiian Village Resort & Spa. Representatives from Promissor included Ho Mun, Account Manager; Don Wagner, Vice-President, Business Development, Pearson VUE; Christopher Beer, and Melody Suchowicki, facilitators.

Fourteen Hawaii educators attended this year's forum, including Maui Real Estate Commissioner, Carol Ball, Chairperson of the Commission's Education Review Committee, and Real Estate Branch Staff.

A brief overview of Promissor and Pearson VUE was presented, including an announcement that Promissor will be changing its name to Pearson VUE effective January 1, 2008. A smooth transition is anticipated with no adverse effect on existing services.

Statistics for the pass-fail rates for both the salesperson's and broker's exam combined, and the uniform and Hawaii state portions of the test combined, were presented for the years 2002-2007 (to date). The pass-fail rates have fallen from 64% passing in 2002 to 49.2% passing in 2007 (year to date). A brief discussion of why this may have occurred elicited the following possible reasons: the quality of candidates has diminished, writing ability of candidates is not as high as it used to be, and the volatility of the real estate market.

Inquiries and comments made during the meeting included the following:

1. There is a need for courses related to timeshare.
2. The test reservationists need to be better trained. They do not understand that Hawaii is an island state, and have suggested that the test candidate "drive" the 40 miles to Maui.
3. The new Pearson VUE test handbook will be available about February 2008.
4. The Kauai test site does not have air conditioning, and the outside traffic noise is bothersome.
5. The Big Island test center is now operational at Parker School. There are 10 seats available on a seat-by-seat basis, as compared to a session-by-session basis. If there is a cancellation by a test candidate, that seat may be filled by another test candidate.
6. The Promissor practice exam is available for \$20. Historically deleted items are used, and only uniform exam questions appear on the practice exam. A request was made to include screen shots of the navigation of the practice test in the 2008 candidate handbook. There appeared to be more focus on what types of questions were used in the practice exam, rather than on the main point that the practice exam is available to assist test candidates in familiarizing themselves with the navigation of the test itself.
7. As always, there were concerns about the integrity of the test questions and answers. An explanation was provided by the Promissor staff, and Real Estate Branch staff which emphasized and underscored the integrity of the test questions and exams.
8. The instructor's exam is updated, and old, "arcane" test items deleted.

9. Comments were made on the high failure rates of first time test takers of the broker's exam. A request was made to Promissor to compare Hawaii broker exam pass-fail rates with other states.
10. Promissor requested feedback on what information should be presented at the next Educator's Forum in 2008.

If you have suggestions on content of the 2008 Educator's Forum, please submit your suggestions via roster@dcca.hawaii.gov



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Real Estate Commission
SCHOOL FILES

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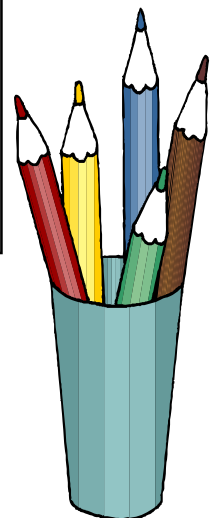
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This material can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at 586-2643 to submit your request.



**2008
REAL ESTATE COMMISSION
MEETING SCHEDULE**

Laws & Rules Review Committee – 9:00 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, which is upon the adjournment of the Laws & Rules Review Committee Meeting, which convenes at 9:00 a.m.	Real Estate Commission 9:00 a.m.
Wednesday, January 9, 2008	Friday, January 25, 2008
Wednesday, February 13, 2008	Friday, February 29, 2008
Wednesday, March 12, 2008	Friday, March 28, 2008
Wednesday, April 9, 2008	Friday, April 25, 2008
Wednesday, May 7, 2008	Friday, May 30, 2008
Tuesday , June 10, 2008	Friday, June 27, 2008
Wednesday, July 9, 2008	Friday, July 25, 2008
Wednesday, August 13, 2008	Friday, August 29, 2008
Wednesday, September 10, 2008	Friday, September 26, 2008
Wednesday, October 8, 2008	Friday, October 31, 2008
Wednesday, November 12, 2008	Friday, November 21, 2008
Wednesday, December 10, 2008	Friday, December 19, 2008

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

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 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.

Pearson VUE Year 2008 Calendar

Non-testing Dates

January

S	M	T	W	T	F	S
		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		
1 – New Years Day 21 – MLK Jr						

February

S	M	T	W	T	F	S
				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

S	M	T	W	T	F	S
						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

S	M	T	W	T	F	S
		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

S	M	T	W	T	F	S
				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
24, 25 & 26 Memorial Day Weekend						

June

S	M	T	W	T	F	S
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					

July

S	M	T	W	T	F	S
		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		
4, 5, & 6 Independence Day/Weekend						

August

S	M	T	W	T	F	S
				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						
30 & 31 Labor Day/ Weekend						

September

S	M	T	W	T	F	S
	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				
1, Labor Day						

October

S	M	T	W	T	F	S
			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

S	M	T	W	T	F	S
						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						
27, 28, 29 & 30 Thanksgiving Day /Weekend						

December

S	M	T	W	T	F	S
	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			
25, 26, 27 & 28 Christmas Day /Weekend						

Centers testing 2nd & 4th Saturday will switch to the 1st and 3rd Saturday during May & Dec