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February 23, 2012

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**The Honorable Clayton Hee, Chair**  
Senate Committee on Judiciary and Labor  
State Capitol, Room 016  
Honolulu, Hawaii 96813

**RE: S.B. 3002, SD1, Relating to Real Estate Brokers and Salespersons**

**HEARING: Friday, February 24, 2012, 11:30 am**

Dear Chair Hee, Vice Chair Shimabukuro, and Members of the Committee:

Thank you for the opportunity to speak in support of Senate Bill 3002, SD1 which if passed, strengthens and clarifies the standard which will be applied in protecting the interests of the consumer.

My name is Rochelle Lee Gregson, Chief Executive Officer, Honolulu Board of REALTORS®, an O'ahu Association of 5,500 members.

There is currently insufficient information on the standards used by the Real Estate Commission in determining revocation, suspensions and fines for licensees. Lacking clear and transparent standards that apply to all violators creates an environment of uncertainty for the public as well as for the licensee.

The Honolulu Board of REALTORS® supports the rights and protections of consumers and recognizes that government has a role in providing some of these protections. In addition to what government provides, the Honolulu Board and all of the Neighbor Island REALTORS® subscribe to the National Association of REALTORS® Code of Ethics and Standards of Practice. The Code and Standards are what distinguish REALTORS® and have been our tradition for over 50 years.

HBR believes that the consumers' interest is best represented when the rules and standards that are created to protect the public, are clear to everyone concerned and are consistent in their application.

The current language is very broad and the Real Estate Commission interprets most issues broadly. What becomes troublesome from a consumer perspective is the lack of standards and consistency in how and when different standards will apply.

Establishing these clear standards should not diminish the regulatory powers or the authority of the Real Estate Commission.

For the reasons noted above, the Honolulu Board of REALTORS® strongly supports passage of SB 3002, SD1.



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## OAHU CHAPTER

National Association of Residential Property Managers

February 24, 2012

The Honorable Clayton Hee, Chair  
Senate Committee on Judiciary and Labor  
State Capitol, Room 016  
Honolulu, Hawaii 96813

RE: S.B. 3002, S.D.1, Relating To Real Estate Brokers and Salespersons  
HEARING: Friday, February 24, 2012, at 11:30 a.m.

Chair Hee, Vice Chair Shimabukuro, and Members of the Committee:

I am Bill Ramsey, member of the Oahu Chapter of the National Association of Residential Property Managers (NARPM) with a membership of 280 residential property managers.

The Oahu Chapter of NARPM strongly supports S.B. 3002, S.D.1, which amends provisions relating to licensing and penalties, that real estate brokers and salespersons shall not be held liable for misrepresentation based upon good faith reliance, and shall not be held liable for failure to ascertain and disclose all material facts concerning a property if there was a good faith reliance on a prepared disclosure statement.

We respectfully request your favorable passage of this measure.

Thank you for the opportunity to submit this testimony.