

CONFIDENTIAL

GOV. MSG. NO. 765

## **Real Estate Commission**

Effective Date: 7/1/2013

Expiration Date: 6/30/2017

Representing: Licensed Real Estate Broker

Department: DCCA

Term Limit: N/A

### **Lee, Laurie**

826 Prospect Street

Honolulu, HI 96813

Day Phone: (808) 371-3543

Mobile Phone: (808) 371-3543

Email: [laurie@stanfordcarr.com](mailto:laurie@stanfordcarr.com)



NEIL ABERCROMBIE  
GOVERNOR

SHAN S. TSUTSUI  
LT. GOVERNOR

STATE OF HAWAII  
OFFICE OF THE DIRECTOR  
DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS

335 MERCHANT STREET, ROOM 310  
P.O. Box 541

HONOLULU, HAWAII 96809  
Phone Number: 586-2850  
Fax Number: 586-2856  
[www.hawaii.gov/dcca](http://www.hawaii.gov/dcca)

KEALI S. LOPEZ  
DIRECTOR

JO ANN M. UCHIDA TAKEUCHI  
DEPUTY DIRECTOR

TO THE SENATE COMMITTEE ON  
COMMERCE AND CONSUMER PROTECTION

TWENTY-SEVENTH LEGISLATURE  
Regular Session of 2013

Wednesday, April 10, 2013  
9:30 a.m.

WRITTEN TESTIMONY

**TESTIMONY ON GOVERNOR'S MESSAGE NO. 765.**

TO THE HONORABLE ROSALYN H. BAKER, CHAIR,  
AND MEMBERS OF THE COMMITTEE:

My name is Keali'i S. Lopez, the Director of the Department of Commerce and Consumer Affairs ("Department"). The Department thanks you for the opportunity to testify on Governor's Message No. 765, regarding the appointment of Laurie Lee, to the Real Estate Commission ("Commission"). The Department supports the confirmation of Ms. Lee's appointment to the Commission.

Ms. Lee is being appointed to the Commission as a licensed member. She has been licensed in Hawaii as a Real Estate Sales Person and Real Estate Broker since 1989. Her Real Estate Broker license is current, active, and in good standing.

Ms. Lee has been involved in residential sales for 22 years from sales agent in her early years of her career to the principal broker for Pacific Island Realty LLC today. She has an understanding of the industry in the islands and the challenges that licensees face.

Ms. Lee felt it was a great opportunity for her to give back to the profession which she feels has done so much for her. She knows that there is a need for such public servants that are looking to provide guidance and leadership for the new generation of licensees as the industry moves into new areas and new technologies.

The nominee has a passion for the industry and wants to make a difference in the way it moves forward. The Department feels she will make a great addition to the Commission and help make sound decisions in the issues it faces.

The Department supports the confirmation of Laurie Lee to the Real Estate Commission, and thanks you for the opportunity to provide testimony.

April 10, 2013

**The Honorable Rosalyn H. Baker, Chair**

Commerce and Consumer Protection  
State Capitol, Room 229  
Honolulu, Hawaii 96813

**RE: GM 765, Submitting for consideration and confirmation to the Real Estate Commission, Gubernatorial Nominee, LAURIE LEE, for a term to expire 6-30-2017.**

**HEARING: Wednesday, April 10, 2013, at 9:30 a.m.**

Aloha Chair Baker, Vice Chair Galuteria and Members of the Committee:

I am Myoung Oh, Government Affairs Director, submitting testimony on behalf of the Hawai'i Association of REALTORS® ("HAR"), the voice of real estate in Hawai'i, and its 8,000 members. HAR supports the nomination of Laurie Lee to the Real Estate Commission.

Ms. Lee has been a licensee since 1990 and has been an active broker REALTOR® since 1997. She is currently in good standing with the National Association of REALTORS®, Hawaii Association of REALTORS® and the Honolulu Board of REALTORS®

For the above reasons, HAR requests the Committee's favorable consideration and approval of Ms. Lee's confirmation to the Real Estate Commission.

Mahalo for the opportunity to submit testimony.



DAWSON  
DERMATOLOGY

Kevin L. Dawson, M.D.  
1380 Lusitana Street, Suite 412  
Honolulu, HI 96813  
(808) 599-3780

Dear Real Estate Commission,

I have had the pleasure of knowing Laurie Lee since 1990 in both a professional and personal capacity. Laurie has helped me on multiple real estate transactions, including the most recent purchase of our personal residence. I have also gotten to know her on a personal basis through the many years.

The Commission would highly benefit from having Laurie on the board. She has over 20 continuous years of real estate background, and has been involved in many different facets of real estate from general brokerage, project management, and currently acts as Principal Broker of her development firm. Her well-rounded and extensive experience alone should deem her worthy to handle any situations required of such a position. But in addition to the professional experience, she is one of the most trustworthy, honest, and value driven people I know. She is a problem solver. She is a deep thinker and clear communicator. When presented with difficult situations, she will find the solution that benefits all parties when it appears there is none. And for all the duties she is challenged with at any given time, she accomplishes this with grace and calmness.

I am sure the Commission is tasked with some difficult cases, from project management problems to individual licensing violations. As the governing body for real estate situations, it is imperative to have clear vision combined with experience. But most importantly, moral character must come into play. I can, without reservation, and with the highest regard, recommend Laurie A. Lee.

Sincerely,

Kevin L. Dawson, M.D.  
Dawson Dermatology, LLC

March 4, 2013

To Whom It May Concern:

It is with great pleasure that I write to recommend Laurie Lee for a position on the Real Estate Commission. Laurie has worked for Pacific Island Realty, the exclusive agent for Stanford Carr Development's new home projects, for 12 years, first as a sales person/sales manager at my Hawaii Kai Peninsula community and then as the Principal Broker of Pacific Island Realty. Her enthusiasm and passion for real estate is evident in not only the transactions she has with homebuyers, but with her sales agents and our development teams.

As the Principal Broker, Laurie not only manages the sales agents, but is also responsible for developing and executing the sales and marketing programs for all of Stanford Carr Development projects. From affordable products to resort second home product, she performs detailed market analyses, identifies the target market and together with her sales team provides valuable input during product development. She also manages the process of condominium registration for our multifamily projects. And as there are multiple projects on line at any given time, Laurie has the ability to concurrently manage different projects with varied timelines. Her unique organizational skill set and analytical aptitude for assessing market trends allows us the opportunity to be competitive in an ever changing development world. Without her constant vigilance we would not be able to keep pace with our competitors or be as successful as we have been.

Laurie is well respected by her colleagues and exhibits a positive team spirit as a member of our development team. Her interpersonal and communication skills help her to effectively interact with her sales teams as well as customers, homeowners, team members, vendors and suppliers.

The Real Estate Commission would benefit from Laurie's many years of real estate experience, honest character and work ethic. I enthusiastically and without reservation recommend Laurie Lee for the Real Estate Commission.

Sincerely,



Stanford S. Carr  
President

April 8, 2013

To: The Honorable Rosalyn H. Baker, Chair  
Members of the Senate Committee on Commerce and Consumer  
Protection

From: RIK PAPA  
VICE PRESIDENT / PROJECT MANAGER  
STANFORD CARR DEVELOPMENT, LLC  
1100 ALAKEA STREET, 27TH FLOOR  
HONOLULU, HAWAII 96813

Re: GM765; Testimony in **Support** of the Confirmation of Gubernatorial  
Nominee, Laurie A. Lee for Real Estate Commission  
April 10<sup>th</sup>, 2013 at 9:30am

Aloha Chair Baker and Members of the Committee:

I am very pleased to submit this letter in support of the nomination of Laurie A. Lee to sit on the Real Estate Commission. I have worked closely with Ms. Lee over the past 7 years. We work together on residential real estate projects for Stanford Carr Development. I have been impressed by her commitment, dedication and willingness to accomplish the tasks at hand. She manages and supports her sales team. She has worked closely on the preparation of all sales and condominium documents, as well as, reviews of all sales offers. She is a team player and always offers well thought out solutions to complicated issues related to the sales and closing process. She also has extensive experience with condominium property regimes and has provided guidance to both myself and the projects that we have worked on together. She has an intimate understanding of Hawaii real estate salesperson and broker laws.

For the reasons above, I respectfully urge your Committee's support to confirm Ms. Lee's seat on the Real Estate Commission. Thank you for your time and consideration.

Sincerely,

**Rik Papa**  
VICE PRESIDENT / PROJECT MANAGER  
STANFORD CARR DEVELOPMENT, LLC

Christopher Thomas Pike

April 8, 2013

To: The Honorable Rosalyn H. Baker, Chair  
Members of the Senate Committee on Commerce and Consumer  
Protection

From: Christopher Thomas Pike. Branch Manager Wedbush Securities  
201 Merchant Street Suite 2200 Honolulu HI 96813

Re: Testimony in **Support** of the Confirmation of Gubernatorial Nominee  
Laurie A. Lee for Real Estate Commission  
April 10, 2013 at 9:30am

Aloha Chair Baker and Members of the Committee:

Laurie has extensive experience with new home sales and residential development, managing and overseeing agents office operations, developing and executing marketing strategies for new development projects. Her vast knowledge of the Hawaii markets will serve the local community greatly.

For these reasons I respectfully urge your Committees support to confirm Ms. Lee's seat on the Real Estate Commission. Thank you for your time and consideration.



To Whom it May Concern:

It has been over 20 years since I hired Laurie Lee to join our Sales team for Watt Homes to sell the Malanai housing development at the Villages of Kapolei. Laurie's experience in the general brokerage arena was extensive and laid a very strong foundation for her success both with us and her return to the General Brokerage marketplace.

Over the years, she has gained tremendous experience and insight with various residential developers of single family communities and multi-family condominium projects.

I have known Laurie on both a personal and professional level and have the utmost respect and confidence in her.


Laurie's strong leadership qualities enhances her role as a team player. She has great rapport and interacts very well with people on all levels. She has shown commitment and dedication to all of the new communities she has represented and will be a great asset to any organization.

In my 30+ years of real estate experience I have not met anyone more qualified and motivated to be a part of the Real Estate Commission. I am confident that Laurie's colleagues in the Real estate industry will confirm her outstanding professionalism and accomplishments in this real estate business.

In addition to Laurie's extensive real estate experience, her strong work ethic and commitment to doing the best possible job in all situations, makes her an excellent candidate for the Real Estate Commission.

I David S. Inafuku – PB – Vice President of Sales for Haseko Realty do hereby recommend Laurie Lee, for a position with the Real Estate commission without any hesitation what so ever.

Sincerely,

A handwritten signature in black ink, appearing to read 'David S. Inafuku', with a stylized flourish at the end.

David S. Inafuku

Peter M. Lee

April 8, 2013

To: The Honorable Rosalyn H. Baker, Chair  
Members of the Senate Committee on Commerce and Consumer  
Protection

From: Peter M. Lee

Re: Testimony in **Support** of the Confirmation of Gubernatorial Nominee,  
Laurie A. Lee for Real Estate Commission  
April 10, 2013 at 9:30 a.m.

Dear Chair Baker and Members of the Committee:

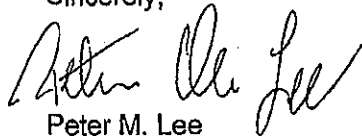
I am pleased to submit this letter in support of the nomination of Laurie A. Lee to the Real Estate Commission

As a principal broker of an active real estate office Ms. Lee has extensive experience with the day to day operations of the real estate sales office and managing its sale organization. She is also familiar with real estate development and marketing activities.

Ms. Lee's service in these various leadership roles has allowed her the opportunity to develop relationships with many of the decision-makers in the real estate industry.

For these reasons, I respectfully urge your Committee's support to confirm Ms. Lee's seat on the Real Estate Commission.

Sincerely,

  
Peter M. Lee

# Laurie A. Lee

April 4, 2013

The Honorable Senator Rosalyn H. Baker  
Senate Committee on Commerce and Consumer Protection

Aloha Senator Baker & Committee Members:

It is an honor to be nominated for a position on the Real Estate Commission.

Thank you for taking the time to consider my application and allowing me to provide your office with information and answers to questions that will allow you to make an informed decision regarding my nomination to the Real Estate Commission.

I recognize that the Real Estate Commission addresses and provides guidelines for all facets of an ever changing real estate industry. Constantly improving technology and global economic uncertainty among other things continue to impact the real estate industry, its participants and the general public. Because the housing sector is a driving force in the economy, the Real Estate Commission's job of protecting the consumer and maintaining professional standards for all licensees is vitally important.

I have nearly 23 years of full time real estate experience in areas of general brokerage representing both buyers and sellers, as well as new home sales and the exciting and detailed business of development. I am currently the Principal Broker of Pacific Island Realty, the exclusive Broker for Stanford Carr Development, LLC, and oversee 4 agents on Maui and Hawaii Island. In my current position, I not only oversee the sales agents and the selling process, but also develop and execute the marketing strategy for all new communities for Stanford Carr Development.

During the 4 year term, I would like to focus on improving the quality of Continuing Education. I believe that there should be a wider selection of subject matter and am in favor of increasing the number of required hours. Additionally, it is very important how ever changing technology is impacting the Real Estate industry. It is necessary to gain a better understanding so that laws and rules can be revised accordingly and timely.

I care about and enjoy what I do, and although there are problems and issues that come up every day, the bottom line is getting the job done right and doing the best job possible. Serving on the Real Estate Commission will be a great opportunity for me to take my 23 years of experience and contribute back to the industry that has given me so much. If accepted, I give

Laurie A. Lee

Page 2 of 2

my commitment of time and expertise to do the best job possible in upholding professional standards and serving the general public.

Sincerely,

Laurie A. Lee, Realtor  
Principal Broker  
Pacific Island Realty, LLC