

GM 707

Measure Title: Submitting for consideration and confirmation to the Real Estate Commission, Gubernatorial Nominee, LAURIE LEE, for a term to expire 06-30-2021.

Report Title: Real Estate Commission

Description:

Companion:

Package:

Current Referral: CPH

Introducer(s):

**PRESENTATION OF THE
REAL ESTATE COMMISSION**

TO THE SENATE COMMITTEE ON
COMMERCE, CONSUMER PROTECTION, AND HEALTH

TWENTY-NINTH LEGISLATURE
Regular Session of 2017

Friday, April 7, 2017
9:00 a.m.

TESTIMONY ON GOVERNOR'S MESSAGE NO. 707.

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

My name is Nikki Senter and I serve as the Chairperson of the Real Estate Commission ("Commission"). I thank you for the opportunity to present testimony on Governor's Message No. 707, regarding the **reappointment** of Laurie Lee to the Commission. The Commission strongly supports the confirmation of Ms. Lee's reappointment.

Ms. Lee has been and continues to be an outstanding contributor and participant in the work of the Commission. She has served on the Commission as a broker member from the County of Honolulu for the past four years.

Ms. Lee's commitment to public service has been outstanding as demonstrated by her attendance of 171 of 180 Commission meetings. She currently serves as the Chairperson of the Condominium Review Committee, one of the Commission's three standing committees. She is always well prepared for each issue and each meeting, devoting a number of hours studying and researching materials. She has a keen knowledge of all the laws and rules that affect the Commission's work.

For these reasons, the Commission strongly supports the confirmation of Ms. Laurie Lee to the Real Estate Commission, and thanks you for the opportunity to testify on Governor's Message No. 707.

April 6, 2017

The Honorable Rosalyn H. Baker, Chair

Senate Committee on Commerce, Consumer Protection, and Health
State Capitol, Room 229
Honolulu, Hawaii 96813

RE: GM 707, Submitting for consideration and confirmation to the Real Estate Commission, Gubernatorial Nominee, LAURIE LEE, for a term to expire 6-30-2021.

HEARING: Friday, April 7, 2013, at 9:00 a.m.

Aloha Chair Baker, Vice Chair Nishihara 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 9,200 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®. We believe her experience and expertise in real estate matter will continue to serve in the best interest of consumers.

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.

From: mailinglist@capitol.hawaii.gov
Sent: Saturday, April 1, 2017 7:54 AM
To: CPH Testimony
Cc: mike@mpic-hi.com
Subject: Submitted testimony for GM707 on Apr 7, 2017 09:00AM

GM707

Submitted on: 4/1/2017

Testimony for CPH on Apr 7, 2017 09:00AM in Conference Room 229

Submitted By	Organization	Testifier Position	Present at Hearing
Michael Pang	Individual	Support	No

Comments: Valuable asset to the Commission. Michael Pang Oahu Commissioner

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov

March 31, 2017

Senator Rosalyn H. Baker
Committee on Commerce and Consumer Protection
State of Hawaii, State Capitol
Honolulu, HI 96813

RE: GM #707 Nomination of Laurie A. Lee to the Real Estate Commission
Friday April 7, 2017 9:00am

Dear Senator Baker and Committee Members,

I am writing in strong support of Nominee Laurie A. Lee's confirmation to the Real Estate Commission.

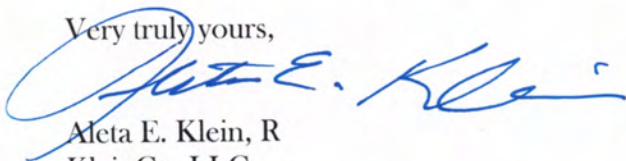
As a fellow Commissioner I have had the opportunity to work alongside Laurie for several years. She has always demonstrated a fair and balanced approach to the many issues and decisions the Commission encounters. Laurie is always prepared and her insights and comments are valuable to the process and duties of the Commission.

Laurie's genuine demeanor is an asset to the Commission. She sets an impressive example of what a Commissioner should be with her concern for the public and her extensive real estate knowledge.

For all these reasons I stand in strong support of her confirmation. Please feel free to contact me with any questions you may have.

Thank you taking the time to read my testimony.

Very truly yours,



Aleta E. Klein, R
KleinCo, LLC
License# 10457

April 4, 2017

The Honorable Rosalyn H. Baker, Chair
The Honorable Clarence Nishihara, Vice Chair
Members of the Senate Committee on Commerce and Consumer Protection

Re: GM707; Testimony in **Support** of the Confirmation of Gubernatorial
Nominee, Laurie Lee for Real Estate Commission
April 7, 2017 at 9:00 a.m., Conference Room: 229

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

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 16 years, first as a sales person/sales manager at our 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 entry level affordable homes to luxury resort homes, she collaborates with the development team 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 timeliness. Her unique organizational skills 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 exemplifies a positive leadership 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

Here's a testimony for Laurie Lee

From: Bruce Faulkner [mailto:brf@maui.net]
Sent: Monday, April 3, 2017 11:18 AM
To: baker3 - Estrella <baker3@capitol.hawaii.gov>
Subject: FW: Testimony GM 707

From: Bruce Faulkner [mailto:brf@maui.net]
Sent: Monday, April 03, 2017 11:12 AM
To: 'cphtestimony@capitol.hawaii.gov.'
Subject: Testimony GM 707

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

My name is Bruce Faulkner, I am one of nine commissioners serving on the Hawaii State Real Estate Commission. I am very pleased to submit this letter in support of the confirmation of Laurie Lee as a second term commissioner on the Real Estate Commission. Mrs. Lee has served on the Commission as the Condominium Committee Chair and has done a great job. Her attendance at the Commission meetings has been very good. She comes prepared for each of our meetings and has demonstrated her knowledge of real estate as it affects the Commission's work. Mrs. Lee has repeatedly shown her understanding of the issues, demonstrated her sense of fairness and exhibited her dedication to the goals of the Commission. Mrs. Lee is an experienced real broker who brings a refreshing insight to our semi monthly commission meetings.

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

Thank you for your time and consideration regarding this appointment.

GM 707

Aloha,

Bruce R. Faulkner (R), Broker, ePRO, GRI, SFR

License # RB-16836

Realtors® Association of Maui, **President** 2010

Realtors® Association of Maui, **Realtor/Broker of the Year 2014**

Hawaii State **Real Estate Commissioner** 2012, 2013, 2014, 2015, 2016,2017

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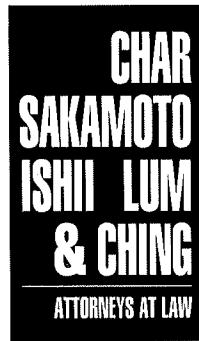
FAX: 808 575-5300

PLEASE VISIT: MauiHIrealty.com



brf@maui.net

 Please consider the environment before printing this email.



April 5, 2017

Senator Rosalyn H. Baker, Chair
Committee on Commerce, Consumer Protection, and Health
State of Hawaii

Re: GM #707 - Nomination of Laurie A. Lee to the Real Estate Commission

Dear Senator Baker and Committee Members:

I strongly support the reappointment and confirmation of Laurie A. Lee to serve as a Commissioner with the Real Estate Commission.


In her capacity as the Principal Broker of Pacific Island Realty, I have worked with Laurie for over 10 years. Laurie is extremely intelligent and astute. As a real property attorney, I find these attributes, combined with her extensive real estate experience, extremely helpful in enables Laurie to pinpoint issues and assess situations quickly, succinctly, and thoughtfully, leading to a sound and rational basis for her actions and decisions. Additionally, Laurie has always been fair and ethical in her dealings, and maintains a positive temperament that is conducive to accomplishing goals and resolving matters or situations. It has been a pleasure working with her over these many years.

I believe that the Real Estate Commission would benefit from the reappointment and confirmation of Laurie A. Lee as a Commissioner.

Thank you for your consideration.

Very truly yours,

CHAR SAKAMOTO ISHII LUM & CHING


Carolyn M. Oshiro

GM707

Laurie Lee: Real Estate Commission

(1) Why do you want to be a member of the Board?

I believe it is necessary to give back to the community and the industry. I like the idea of using my experience to uphold and improve professional standards within the real estate industry so that consumers are not put at risk and real estate industry is not seen as an industry that preys on unwitting home buyers and homeowners. Buying a property is one of the largest purchases a person is going to make, and having a real estate professional to walk them thru the transaction should result in a more positive experience..

(2) What do you perceive are the roles and responsibilities of a member of the Board?

The highest responsibility of the Real Estate Commission and its members is to protect the consumer within the guidelines set by the statutes by overseeing all real estate licensees. In addition to that, the Commission oversees education curriculum for pre-licensees, as well as continuing education for licensees. Each member of the commission is responsible to exercise good judgement, be fair on all issues, and respect the job (be prepared, show up and participate).

(3) In what ways do you feel that you can help protect the consumer?

Over the past 25+ years in the real estate industry, I have gained a lot of experience and learned from each transaction that I have completed. It is this experience that I bring to the table when I attend every Commission meeting. The meetings are also a valuable learning experience and it shines light upon areas that may necessitate more oversight or more education of licensees. Additionally, listening to the public and licensees about issues is very important to be able to make decisions on issues that arise.

(4) Given your understanding of the roles and responsibilities of a Board member, why do you believe that you are qualified for the position? Please include a brief statement of your skills, expertise and knowledge that would aid you as a member of the Board.

Having been in the industry for the past 25+ years, I have become very good at reading people, through observation and good listening skills, knowing how to address needs, creating a plan of action and then moving forward. A successful agent will listen to their client, understand their needs, figure out how to achieve the goals and execute. Add good customer service, imagination and TLC, and these steps will lead to success. That works similarly for commissioners, know the issues, listen to people, be prepared, use fair judgement, seek solutions to problems, and work well with others..

(5) What do you hope to accomplish during your term of service

Rulemaking is obviously a long process, but I would like to start the process to review and update rules, particularly in the area of technology and advertising. I also hope to further promote condominium education on a broader spectrum, to association board members, and condominium residents. Some of the issues that consumers are facing often come from a lack of understanding on the part of the condominium owner or on the part of the association board member or the property manager. Education can help resolve some of the problems before they begin.

(6) Name three qualities that best describe you and how these qualities will benefit the Board.

Leadership, being openminded and always forward thinking. As a principal broker, I work to provide leadership to my agents, help them to develop professionally, and provide training, keeping them updated on the changes in the industry. The leader should also know how to be a good team player and how to get the best out of each member of the team. The current commission has many intelligent, well rounded people. We all work well together as a team, and one of my goals is to be a good contributor as well as help to bring out the best in each of our commissioners.

In the past 4 years on the commission, there have been a vast number of issues and applications that have come before the REC, and I find that the best way to deal with them is to first be openminded. For example, if someone with some tarnish on their record applies for a license, the commissioners decide if the applicant will be a risk to the consumer or they have turned their life around and learned from their experience in a positive way. Each person is different so being open and understanding of their situations helps to make that determination.

The REC will face many issues in the next 4 years. There are several new business models of real estate offices that may change the face of the real estate industry and being forward thinking will help to see what issues may become real problems and how will it impact the real estate from the larger companies, to the small companies, to the licensees. Keeping up with what happens in the real estate industry, not only here in Hawaii, but nationally and internationally helps me to be prepared when issues arise..

(7) Name a previous experience you've had that will be beneficial as a Board member.

Both in my work and in my personal life, I deal with condominium associations since I oversee new home sales for a developer who builds both single family and condominium communities, and I also live in a condominium community. It

provides me insight into management associations, boards and issues homeowners face. I think the REC will continue to hear from the public about their condominium association issues. My experience provides me with a real life perspective that can be shared with others as issues come before the Commission. 17 years of experience as a business owner of a busy Physical Therapy clinic in Kona.

(8) Can you foresee any possible conflicts of interest that could arise during your service on the Board? How would you overcome conflicts of interest?

At this time, I do not foresee any conflicts, but should one arise, I will recuse myself from any discussions or decision making. I will inquire with the REC's Deputy Attorney General to see if such action is appropriate and proceed as recommended.