

# SB770

Measure Title:	RELATING TO REAL ESTATE LICENSES.
Report Title:	Real Estate; Licenses; Prerequisites; High School Diploma
Description:	Requires a high school education or its equivalent as a condition for obtaining a license as a real estate broker or real estate salesperson.
Companion:	<a href="#">HB63</a>
Package:	None
Current Referral:	CPH
Introducer(s):	BAKER, S. Chang, Fevella, Nishihara, Shimabukuro, L. Thielen, Wakai

**Testimony of the Real Estate Commission**

**Before the  
Senate Committee on Commerce, Consumer Protection, and Health  
Thursday, February 21, 2019  
9:00 a.m.  
State Capitol, Conference Room 229**

**On the following measure:  
S.B. 770, RELATING TO REAL ESTATE LICENSES**

Chair Baker and Members of the Committee:

My name is Michael Pang, and I am the Chairperson of the Hawaii Real Estate Commission (Commission). The Commission strongly supports this measure since it proposes to address an important subject.

The purpose of this bill is to require a high school education or its equivalent as a condition for obtaining a license as a real estate broker or a real estate salesperson.

In 1977, the Legislature established the Hawaii Regulatory Licensing Reform Act under Hawaii Revised Statutes (HRS) chapter 26H. The major policy of the Act states, “the purpose of regulation **shall** be the protection of the public welfare and **not** that of the regulated profession or vocation” (emphasis added). The Legislature further recognized the necessity of creating additional protections for the public when it established the Commission. The Legislature defined the Commission’s purpose in HRS section 467-4 as “the protection of the general public in its real estate transactions.”

The Commission believes that requiring a high school education as a minimum qualification for licensure ensures that having an educated licensee population is one of the most important ways to protect consumers in their real estate transactions.

Thank you for the opportunity to testify on this bill.

February 21, 2019

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

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

**RE: Senate Bill 770, Relating to Real Estate Licensees**

**HEARING: Thursday, February 21, 2019, at 9:00 a.m.**

Aloha Chair Baker, Vice Chair Chang, and Members of the Committee,

I am Ken Hiraki Government Affairs Director, testifying on behalf of the Hawai'i Association of REALTORS® (“HAR”), the voice of real estate in Hawai'i, and its over 9,500 members. HAR **supports** Senate Bill 770, which requires a high school education or its equivalent as a condition for obtaining a license as a real estate broker or real estate salesperson.

For over 100 years, the REALTOR® organization has been guided by the Code of Ethics. The Code ensures that consumers are best served by requiring REALTORS® to cooperate with each other while still furthering their fiduciary responsibilities owed to their clients.

Additionally, professional development and education has been one of the cornerstones of the REALTOR® organization. Some examples range from the creation of professional real estate designations to developing courses that educates REALTORS® on laws and rules the impact the complex and ever-changing real estate transaction.

Hawai'i REALTORS® has been committed to efforts that help raise the bar of professionalism in our industry. As such, requiring a high school education or its equivalent for new real estate brokers or salespersons may help to accomplish that goal.

Mahalo for the opportunity to testify.

**SB-770**

Submitted on: 2/15/2019 10:23:11 AM

Testimony for CPH on 2/21/2019 9:00:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Bruce R. Faulkner	Individual	Support	Yes

Comments:

I **support SB 770** for the following reasons.

We are lagging in one of our most basic of educational requirements by not raising the bar to a standard that requires that new real estate licensees have a High School Diploma (HSD) or General Education Development (GED) equivalency to be licensed as a real estate agent in Hawaii.

Let's face it having a High School Diploma is only one basic litmus test that shows that the individual has some basic social skills. However, a high school education is an education standard that the public can identify with, unlike real estate Continuing Education requirements or real estate designations. The fact is that one of the most important financial decisions in most people's lives is when they purchase real estate.

With the high prices of real estate in Hawaii we need to raise the education bar for new licensees to help protect consumers and have this requirement as a minimal professional standard.

For the reasons above, I feel this is a common-sense bill that needs to be passed. I appreciate the opportunity to present written testimony in support of this bill on my own behalf & I respectfully urge your support of this bill. Thank you for your time and support for this important educational requirement which will help better protect consumers in the future.

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, 2018,  
2019

Maui HI Realty

P.O. Box 54

Makawao, Maui, HI 96768

MMOFFICE: 808 575-5300

CELLULAR: 808 280-4445

CCHOME: 808 572-7926

PLEASE VISIT: [MauiHIrealty.com](http://MauiHIrealty.com)

[brf@maui.net](mailto:brf@maui.net)