

February 12, 2020

The Honorable Kaiali'i Kahele, Chair
Senate Committee on Water and Land
State Capitol, Room 229
Honolulu, HI 96813

RE: S.B. 3110, Relating to Property

HEARING: Wednesday, February 12, 2020, at 1:15 p.m.

Aloha Chair Kahele, Vice Chair Keith-Agaran and Members of the Committee,

I am Ken Hiraki, Director of Government Affairs, testifying on behalf of the Hawai'i Association of REALTORS® ("HAR"), the voice of real estate in Hawai'i, and its over 10,000 members. HAR **opposes** S.B. 3110 which prohibits nonresident aliens and businesses and trusts that are significantly controlled by nonresident aliens from acquiring certain residential property in the State, except as otherwise provided by law.

In 2019, total foreign sales accounted for approximately 3% of all real estate transactions. The scale of those transactions would do little to address the cost of housing in the market.

Additionally, international investment can also help with Hawaii's affordable housing challenges. For example, South Korean developer SamKoo built Kapiolani Residence in the Ala Moana area in which 60% of the units were designated as affordable for households earning between 80% to 120% of the Area Median Income. SamKoo is currently in the process of building a second building, The Central, similar to the first building, Kapiolani Residence with affordable housing.

Hawai'i REALTORS® also help international clients who are not speculating, such as parents that are sending their children to the University or researchers that do important educational work in Hawai'i.

We are in a severe housing shortage, with over 65,000 units needed in Hawai'i by 2025 according to the Department of Business, Economic Development and Tourism. Instead, the focus should be on increasing the housing supply to address Hawaii's housing challenges.

Mahalo for the opportunity to testify.

SB-3110

Submitted on: 2/10/2020 10:13:25 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Rayne	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/10/2020 12:57:49 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Tara Rojas	Individual	Support	No

Comments:

I support this bill as the Attorney General needs to be kept in check and to avoid overstepping her role into herself committing illegal and unjust actions. The campaigns that are taught to the children/public on "NO BULLYING", "NO HARASSMENT", and "NO MEANS NO" -- is also applicable especially to lawmakers and those in positions of power.

SB-3110

Submitted on: 2/10/2020 10:02:17 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Cecili Napuelua	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/9/2020 9:01:49 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Blaine De Ramos	Individual	Support	No

Comments:

I support SB3110

SB-3110

Submitted on: 2/9/2020 8:27:32 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Tara Rojas	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/9/2020 12:15:42 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Kamalani Keliikuli	Individual	Support	No

Comments:

I appreciate having this bill heard as it will help residents to have an opportunity to buy into the housing markets.

SB-3110

Submitted on: 2/9/2020 8:32:43 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Melinda Buck	Individual	Support	No

Comments:

Melinda Buck

927049 Elele St

Kapolei, HI 96707

Support

I have studied many places and there are countries that would surprise you that preclude anyone but a citizen of that country from buying and owning real estate. Trinidad West Indies, and others because they maintain a priority to house their own. Realizing that taking over political influence by grabbing up ownership of real estate goes beyond shutting out locals from being able to own their own Property. On the opposite end of the scale, foreign real estate investors like Genshiro Kawamoto has bought entire neighborhoods in an affluent community then allows them to fall into disrepair to purposely devalue property in the area so he may be able to buy more. He then waits for values to continue increasing then sell at a huge profit.

These kinds of manipulations would be eliminated with the passage of this Bill.

Best,

Melinda Buck

SB-3110

Submitted on: 2/8/2020 9:34:45 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Regina Gregory	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/8/2020 8:22:17 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
cheryl B.	Individual	Support	No

Comments:

Foreign investors have raised the price of so much here so much so that people who live here can no afford a place to live. Rental prices have been increased. Houseless increased. Short term rentals have made it unsafe for neighbors.

SB-3110

Submitted on: 2/10/2020 8:50:44 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
melissa Kaonohi-Camit	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/10/2020 8:54:25 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Sunny	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/10/2020 8:54:53 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Elizabeth J. Rago	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/10/2020 9:00:53 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Neva Fotu	Individual	Support	No

Comments:

I support bill SB 3110

SB-3110

Submitted on: 2/11/2020 10:15:11 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
elizabeth tatofi	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/11/2020 9:56:25 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Kananiloaanuenue Ponciano	Individual	Support	No

Comments:

Aloha My Name is Kananiloa'anuenue Ponciano and I support SB 3110. The high cost of purchasing a home as a Native Hawaiian has become nearly impossible for many locals such as myself. I am a mother of two beautiful children, business owner and happily married and although we are not struggling we still cannot afford to purchase our own home in Hawai'i because of the outrageous prices that are made affordable to foreign investors and developers. Homes in Hawai'i should not be exploited to foreign developers and investors but should be tailored to the fixed incomes of the Hawaiian Natives and local people as priority. Hawai'i is losing too many of our born and raised Native Hawaiian Families to the continent and we must do what we can to keep our Hawai'i Hawaiian.

Mahalo,

Kananiloa'anuenue Ponciano

Kahuku Resident

SB-3110

Submitted on: 2/11/2020 8:27:20 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Michelle Keliikuli	Individual	Support	No

Comments:

SB-3110

Submitted on: 2/11/2020 12:48:02 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Barbara Phillip	Individual	Support	No

Comments:

Aloha Chair, Vice Chair and Committee Members,

Please accept this testimony as full support of SB3110 relating to property.

It is important for me as a mother/grandmother to be able to have my family, for generations to come, stay in Hawaii. To have them buy a home and raise a family without leaving the state.

It's time to think of the residents and stop selling out to nonresident investors and developers.

Respectfully,

Barbara Phillip

LATE

SB-3110

Submitted on: 2/11/2020 7:17:41 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Dawlani Keliikuli	Individual	Support	No

Comments:

LATE

SB-3110

Submitted on: 2/11/2020 1:31:35 PM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Bronsten Kossow	Individual	Support	Yes

Comments:

LATE

SB-3110

Submitted on: 2/12/2020 7:42:36 AM

Testimony for WTL on 2/12/2020 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Dylan P. Armstrong	Individual	Support	No

Comments: