
HOUSE RESOLUTION

STRONGLY URGING THE REAL ESTATE COMMISSION TO ALLOW FOR THE ADMINISTRATION OF THE REAL ESTATE SALESPERSON'S EXAMINATION IN THE JAPANESE LANGUAGE FOR PURPOSES OF ISSUING A LIMITED REAL ESTATE SALESPERSON'S LICENSE, FOR THE SALE OF TIMESHARE PRODUCTS IN HAWAII, TO JAPANESE NATIONAL VISITORS FOR THE PURPOSE OF ENHANCING JAPAN'S INVOLVEMENT IN AND SUPPORT OF THE HAWAII TOURISM INDUSTRY.

1 WHEREAS, the Real Estate Commission of the Department of
2 Commerce and Consumer Affairs has broad authority to allow for
3 the administration of the real estate salesperson's examination
4 in the Japanese language and to issue licenses for the sale of
5 timeshare products in Hawaii to those who pass the full real
6 estate salesperson's examination given in Japanese; and
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8 WHEREAS, based on the prior experience of timeshare
9 operators in other jurisdictions, a potentially higher passage
10 rate for Japanese national applicants could result in a rise in
11 the sale of timeshare products to Japanese national visitors and
12 an increase in visitors from Japan; and
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14 WHEREAS, in contrast to visitors who stay in hotels,
15 timeshare owners are more likely to become involved in the local
16 community and consistently support the local economy, as they
17 return to Hawaii multiple times and on a regular basis; and
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19 WHEREAS, the timeshare industry desires to cultivate
20 greater Japanese involvement in the Hawaii timeshare industry;
21 however, it has found it difficult to hire a sufficient number
22 of licensed salespersons to meet the demand of the Japanese
23 market and facilitate an increase in the number of Japanese
24 visitors to Hawaii; and
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26 WHEREAS, it is not unusual to offer written examinations
27 required for licenses to be given in languages other than
28 English; and
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1 WHEREAS, for instance, the written examination for the
2 Hawaii driver's license is offered in multiple languages, such
3 as Chinese, Chuukese, Hawaiian, Ilocano, Japanese, Korean,
4 Marshallese, Samoan, Spanish, Tagalog, Tongan, and Vietnamese,
5 in order to accommodate Hawaii's linguistically diverse
6 community and address concerns regarding discrimination; and
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8 WHEREAS, pursuant to the statutory powers and authority
9 granted to the Real Estate Commission under chapter 467, Hawaii
10 Revised Statutes, the Commission could implement this proposal
11 without any statutory changes; now, therefore,
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13 BE IT RESOLVED by the House of Representatives of the
14 Thirty-third Legislature of the State of Hawaii, Regular Session
15 of 2025, that the Real Estate Commission is strongly urged to
16 allow for the administration of the real estate salesperson's
17 examination in the Japanese language for purposes of issuing a
18 limited real estate salesperson's license, for the sale of
19 timeshare products in Hawaii, to Japanese national visitors for
20 the purposes of enhancing Japan's involvement in and support of
21 the Hawaii tourism industry; and
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23 BE IT FURTHER RESOLVED that the Real Estate Commission is
24 requested to use its existing authority under chapter 467,
25 Hawaii Revised Statutes, to make these Japanese-language
26 examinations available; and
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28 BE IT FURTHER RESOLVED that certified copies of this
29 Resolution be transmitted to the Director of Commerce and
30 Consumer Affairs, Chairperson of the Real Estate Commission, and
31 Supervising Executive Officer of the Real Estate Commission.
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