

## The Chair's Message



Aloha!

May the Year of the Dragon bring much prosperity and good luck your way!

Education is the key to becoming a successful real estate salesperson or broker. Here are some ideas to ponder.

**ONLINE REAL ESTATE PRELICENSING EDUCATION  
AN EFFECTIVE ALTERNATIVE**

Until the last decade most of us who are real estate licensees fulfilled our prelicense education in a classroom where there was a live lecture and an opportunity to ask questions of the instructor. Today a growing segment of the population desiring a real estate license is turning to online real estate prelicensing courses as a means of fulfilling the required education.

Since most real estate prelicensing candidates are already in the working world and have families and lives other than being a student, it is not surprising that the convenience of a course delivered through stored material on the Internet could become popular. The online model allows a course to be taken any time a student wishes, for as long as the student wants to remain online and from anywhere the student has computer access. Advances in technology allow innovative course developers to include RSS feeds, audio, video, satellite broadcasting, and forums in their offerings.

Typically an online real estate course has text material to be read, Internet links to supplementary material, hyperlinks to vocabulary words, quizzes and remediation exercises interspersed throughout the course. Usually student participants must answer all of the questions correctly in the quizzes before they can continue with the next section of the course. This assures controlled navigation of the course content by the provider and intermittent review and reinforcement of studied material by the student. Students pose questions to the instructor by email and the instructor must answer back in a timely manner.

We recently asked PSI, the Commission's test administrator, to provide us with the Hawaii real estate examination statistics, separating the classroom and online results. In the testing period from July 1, 2009 (when PSI started as the Hawaii test administrator) to November 29, 2011 a summary reported the passing rate for first time test takers desiring real estate licenses in Hawaii. Separate statistics for the each of the tests were provided.

HI R E Broker first time-National	Tested	Passed	%Passed
Classroom	273	210	77%
Online	88	70	80%
HI R E Broker first time-State	Tested	Passed	%Passed
Classroom	452	160	35%
Online	123	27	22%
HI R E Salesperson first time-National	Tested	Passed	%Passed
Classroom	1687	1115	66%
Online	599	452	75%
HI R E Salesperson first time-State	Tested	Passed	%Passed
Classroom	1919	731	38%
Online	642	318	50%

The results were a surprise to many. They showed that there was a larger proportion of first time passers who had taken the online course than passers who took the traditional, live class method in all of the tests except the state portion of the brokers test. Although we cannot say from these results that one form is better than the other this is evidence of the respectability of the online course delivery as an alternative to traditional classroom courses.

Distance education has come a long way since correspondence courses by mail were introduced in 1930. Although myths and misconceptions about the effectiveness of distance education still exist, there is continuing growth and improvement in the use of DE. Today regulatory agencies in 80% of the states in the nation allow distance courses to fulfill their real estate pre-license education requirements. Distance education for Continuing Education is already allowed in all of the states and the District of Columbia.

There are five schools offering online courses out of fifteen registered prelicensing schools in Hawaii today. By offering online education we are furthering the dissemination of education programs to licensees and those wishing to become licensed, and by using technology we are enhancing the distribution of education to persons and areas where live classes may be non existent or difficult to arrange. We are fortunate that Hawaii is among the states that allow real estate license candidates to access tools to their professional entry and growth through this exciting medium.

(s) Carol Ball, Chair