



Required Disclosures

Secrets of the Super Stars for the 21st Century REALTOR®

FYI: (According to the HUD seminar attended.)

Fair Housing: VAMA (Voluntary Affirmative Marketing Agreement)

HBR Member's Only Section

NAR Member's Only Section

Required Disclosures

According to the State Of Hawaii Real Estate Commission March 1997 Bulletin Your Center Report on Working with Hawaii's Seller Disclosure Law: Some facts that are specifically required to be disclosed by Sellers is to notify Buyers if the property is within:

- Boundaries of a special flood hazard area,
- Noise exposure areas shown on maps prepared by the Department of Transportation,
- An Air Installation Compatibility Use Zone as officially designated by military authorities,
- Anticipated inundation areas designated by civil defense tsunami inundation maps.

Section 508D-15 (b) HRS requires a good faith effort to determine if a parcel falls within the zones but any ambiguity "shall be construed in favor of the seller." Section 508D-7 (c) HRS indicates the seller's agent shall disclose these facts to "the seller, the buyer, and their agents." "Nothing in this chapter precludes all other obligations of the seller's or the buyer's agent under Hawaii law." This means that the normal duties to ascertain and disclose material facts remain intact.

The Honolulu Board of REALTORS® has the following reference material to help us to obtain this information (See Mike Imanaka; Director of Government Affairs - library):

- Flood Emergency Management Agency (FEMA) Flood Maps or
- Available on the C&C Building Department/Real Property Assessment Office "ADS1" computer screen or "USE" computer screen at C&C Building Dept.

- Call the Department of Land Utilization (DLU) at (808) 523-4131 with your tax map key.
- FAR PART 150 Noise Exposure Maps and Noise Compatibility Program (FAR 150) was prepared for the Airports Division of the Hawaii State Department of Transportation (DOT) by KFC Airport Inc., and Edward K. Noda & Associates in December 1989. The purpose of the report was to assess changes that have taken place at the Honolulu International Airport (HIA) since 1981 relative to aircraft noise and extend the planning horizon for the airport compatibility plan from the year 2000 to 2005.
- Tsunami Evacuation Maps by the State of Hawaii Civil Defense System in our phone book. (However, evacuation is broader than inundation because it extends further in land. Otherwise, use the FIRM (Flood Insurance Rate Map) maps.

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Just some notes to share on the Event 2/17/97:

First, we would like to thank Honolulu Mortgage for co-sponsoring this event. Bob Wolff greeted us and advised us to copy all the ideas - why re-invent the wheel. He told us that "God gives every bird his food, but he does not throw it into the nest." Each of the speakers advised us to read: Think and Grow Rich - Napoleon Hill

Marty Rodriguez: Last 6 years has been the #1 agent in the world. She told us that what she shared with us took her 17 years to learn and do - it did not come over night. Main role as REALTOR®: List, Sell, Negotiate She believes in Quality work and will not settle for mediocrity - If you think about it, if you haven't got time to do it right, when will you have the time to do it again? She believes in Clients for Life. Stay ahead of the competition - young aggressive agents are stealing more market share. Words of Wisdom: "Every day above ground is a great day!" One thing that she would change in the real estate industry? Professionalism. We are dealing with peoples lives. Agents must understand that but they don't. And they must treat each other in the same professional manner.

Andrew Lacey: As is true in all sales; PROSPECTING must be done consistently - make it a HABIT! Take the commitment, be optimistic, and Watch your net - not your gross. His mission that helps him accomplish his goals: Desire to help people.

Ryan Searle: Last year was only his 3rd year in the business. He was 24 years old and made over a million dollars in commissions - after expenses He believes that we need: Desire, Faith in formulas, Planning by understanding time and risks. We must be persistent and disciplined. He does Marketing which he says is basically the reverse of Prospecting. Knowing what to do is not enough, you must do what you know. The key to disciplined income acceleration is a commitment to what you will trade to achieve your desired results.

Bob Wolff: Worry about things you can control - Believe in Yourself! Change is inevitable, growth is optional. Make the commitment and follow-through. Remember, going to church every Sunday does not make you more a Christian than sleeping in the garage makes

you a Chevrolet!

Dr. Nick Delgado: Take care of yourself, eat healthy, and exercise.

FYI: (According to the HUD seminar attended.)

After December 6, 1996, the EPA pamphlet "Protect your family from lead in your home" became the official Lead-based Paint Disclosure. So, along with the lead-based paint addendum you only need to give the pamphlet and no longer have to use the old 2 page HUD disclosure "Watch out for Lead-based Poisoning!"

Effective January 1, 1997, the Importance of Home Inspection Form Addendum must be made a part of all FHA contracts. It advises the Buyer to do a home inspection. Pick up a copy of each of the Seller's or Landlord's Lead-Based Paint Addenda and the Home Inspection Addendum at the next RNO meeting or at HBR. - Please be sure to thank our many vendors for their support in providing the FREE copying of the forms for the members!

Fair Housing: VAMA (Voluntary Affirmative Marketing Agreement)

Fair Housing: VAMA (Voluntary Affirmative Marketing Agreement) terminated, new "Fair Housing Declaration" must be posted in your office instead. Pick up a copy of the Fair Housing Declaration from HBR. See Mike Imanaka

HBR Member's Only Section

Be sure to check on the HBR's home page (<http://www.hbr.com>) on the net with the addition of the MEMBERS ONLY section. You will need to type in CAPS your name and password to have access to it just like BORIS. You can then print forms like the listing profile sheets, etc.

NAR Member's Only Section

Be sure to also check out NAR's home page (<http://www.realtor.com>) because they also added a members only section called One REALTOR Place. You will need your mailing label from your Today's REALTOR magazine to input the number from that for security purposes and then you can register onto the site. It is full of valuable information and has stuff specific to Hawaii, too. Check it out!

Contact Information:

[Patti Hokama, RNO Information](#)

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