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News concerning activities sponsored
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Real Estate Endowment Fund

Winter 2007

Dear Real Estate Educator:

WELCOME TO 2007. Many thanks to all of you who attended the Fall 2006 Real Estate Educators Conference in Los Angeles and made it a terrific success! We had record attendance and received rave reviews. We also celebrated a warm farewell to Betty Ludeman of the DRE. Thanks to the generous donations of many of you, we have established the Betty Ludeman Real Estate Education Scholarship Fund for eligible real estate students. See details in "What's New" section if you too would like to contribute.

A special THANK YOU to the presenters: Betty Ludeman, Leah Pears, Richard Quintana, Chuck Wiseley, Carmen Petrinca, Bob Bruss, Dennis McKenzie, Walt Zozula, Greg Harding, Joe Newton, Walt Huber, and Robert Kleinhenz for their commitment to a informative, educational, and an enjoyable Conference.

Mark your calendars! Real Estate Educators' Conference WINTER 2007 Friday, February 23, 2007 in San Diego and Spring 2007 Conference in San Francisco April 27, 2007.

Sign up NOW ! Early-Bird Rate \$5 registration discount if paid registration received before February 9, 2007! Same location as last year--Sheraton San Diego Mission Valley (see page 3 for details and agenda). See www.ccsf.edu/reec under "Conferences" for agenda and venue details. A limited number of Special Student Discount Rate of \$20 will again be available to those lucky students who call the center & reserve.

Our Conference Presenters will be: lunch speaker, Robert Kleinhenz, Deputy Chief Economist from CAR, will present the "2007 Housing Market Outlook" and Bob Bruss, our morning speaker, will present "New Developments in California Real Estate Law". We will start off with updates from CAR, CCC Chancellor's Office, California HFA, the DRE and CCCREEC. Break-out sessions include: Dennis McKenzie, College of the Redwoods & past director of the Center, "Challenges of Teaching RE Principles in a Cyclical & Sagging Market", Office of Real Estate Appraisers on the "Changes in Appraisal Requirements "with instructors Joe Newton and Walt Huber and Walt Zozula of Glendale College on "Common Interest Developments" (Homeowners Association Management), our newest study guide.

CREEA members don't forget your 8:15am – 9:00am meeting that morning.

Don't Forget STUDY GUIDES are FREE to instructors-Call Centers Administrator, Craig Easley, direct at 415-267-6552 to order your study guides or for conference details or registration.

I look forward to seeing you all on February 23, 2007 in San Diego! Please INVITE YOUR COLLEAGUES and tell your STUDENTS about our special student rate at the Conferences.

Sincerely,

Michele E. Hagan, J.D.,

APPRAISAL UPDATE!

OFFICE OF REAL ESTATE APPRAISERS (OREA) wants YOU to Know:

OREA IMPLEMENTATION OF 2008 CRITERIA CHANGES FOR AT to AL UPGRADES

For appraisers currently holding the trainee license (AT), it is important to be aware of the 2008 licensing criteria changes and how they may impact the upgrade of that license to the residential appraisal license (AL).

In California, as part of the 2008 licensing criteria implementation process, upgrade applicants must meet all of the new requirements in place if they apply after January 1, 2008. On January 1, 2008, the basic education component for the AT and AL license levels changes from 90 hours to 150 hours. The hours of education submitted with upgrade applications must meet the required core curriculum modules for the AL license level. Applicants who submit upgrade applications after January 1, 2008, must also take the revised examination that will be based on the new educational requirements. The experience requirement of 2,000 hours remains the same; however, all experience must now be completed over a time period of not less than twelve months.

Applications for upgrade to the AL license level submitted prior to January 1, 2008, will be reviewed differently. Applicants who have completed the education requirement and who submit their application on or before December 31, 2007, will not be required to comply with the new education requirements even if their application lapses into 2008. If applications for upgrade are submitted during 2007, but the education is not completed in accordance with the pre-2008 requirements prior to January 1, 2008, the education requirement will default to the 2008 criteria.

Any questions, please call Karen Estampa
Licensing Analyst/Education Coordinator
Office of Real Estate Appraisers
(916) 552-9033

Department of Real Estate

Broker licensee proposed legislation to eliminate credit for the four year degree was vetoed by the Governor, see http://www.leginfo.ca.gov/pub/05-06/bill/asm/ab_1951-2000/ab_1963_bill_20060824_enrolled.html vetoed 9/29/06.

Agents licensee proposed legislation requiring licensee to complete RE principles, practice and other course PRIOR to taking the licensee exam was approved and is effective on or after October 1, 2007. See full text at [www.http://www.leginfo.ca.gov/pub/05-06/bill/asm/ab_2401-2450/ab_2429_bill_20060914_chaptered.html](http://www.leginfo.ca.gov/pub/05-06/bill/asm/ab_2401-2450/ab_2429_bill_20060914_chaptered.html).

For DRE licensee stats, please see DRE website at www.dre.ca.gov.

Real Estate Educators' Conference

Friday, February 23, 2007

PROGRAM

- 8 a.m.** **Registration desk opens**
Exhibits/Continental Breakfast (compliments of exhibitors)
- 8:15-9:00 a.m.** **CREEA meeting**
- 9:00 a.m.** **Morning Update Session**
- Michele Hagan, Director, CCC Real Estate Education Center
 - DRE Representative
 - Leah Pears, California HFA, Homeownership Outreach Officer
 - Richard Quintana, Financial Assistance, CCCCCO
 - Chuck Wiseley, Career & Technical Education, CCCCCO
 - Carmen Petrinca, CAR, Membership
 - Kevin Hall, Educators Forum www.cccreef.com
- 10:00 a.m.** **Featured Morning Speaker**
Speaker: Bob Bruss, Real Estate Attorney & Syndicated Columnist
Topic: New Developments in California Real Estate Law
- 11:00 a.m.** **Break with Exhibitors**
- 11:15 a.m.** **Breakout Sessions:**
- Teaching RE Principles in a Cyclical & Sagging Market, Dennis McKenzie, College of The Redwoods
 - Common Interest Developments, Walt Zozula, Glendale College
 - Appraisal Educational Requirements Update, Office of Real Estate Appraisers with Instructors Joe Newton & Walt Huber
- 12:15 p.m.** **Break with Exhibitors**
- 12:30 p.m.** **Luncheon**
Speaker: Robert Kleinhenz, Deputy Chief Economist, CAR
Topic: 2007 Housing Market Outlook
- 2:00 p.m.** **Adjournment**

WHAT'S NEW Winter 2007

- **BETTY LUDEMAN REAL ESTATE SCHOLARSHIP FUND** has been established. If you would like to contribute, please send a check to the Center or enclose a check payable to CCSF with your conference registration. Thanks in advance for your generosity.
- CAR reports that conforming loan amount remains at \$417,000 which leaves many homeowners short-changed. Read more <http://www.car.org/index.php?id=MzY3OTY=>
- DRE MORTGAGE LOAN BULLETIN available at http://www.dre.ca.gov/pdf_docs/mlb_fall06.pdf
- NEW Appraiser license requirements effective January 1, 2008 visit www.orea.ca.gov for details.
- Are you a member of the Minnesota Association of Realtors? If so, you may be getting a pink notice. Times are getting leaner and they want their members to think about a "career adjustment". "We have too many agents chasing too few sales", reports Chris Galler Sr. VP of MAR. See SF Chronicle, "Realtors Association suggests members look for new jobs", Mary Umberger, 12/10/06 K13.
- Has your contact info changed? Send your updates to Center Administrator, Craig Easley at ceasley@ccsf.edu or call the Center at 415-267-6552 or 6550.

Real Estate Educators' Conference / San Diego Feb. 23, 2007

Registration

Date / Location

Friday, February 23, 2007
Sheraton Hotel San Diego
1433 Camino del Rio South
San Diego, CA 92108
(619) 260-0111

Registration / Luncheon Fee

Community College & Others—\$40
Students—\$20

NEW Early Bird Rate:

Payment received by 2/9/07
get \$5 discount!

Maps & directions can be found at:
www.sheraton.com

Name _____

College / Company _____

Main Course Taught (for name badge) _____

Address _____

City/State/Zip _____

Telephone (_____) _____

E-mail address _____

Fax _____

Return form with CHECK to: City College of San Francisco

c/o California Community Colleges Real Estate Education Center, 88 Fourth St., Rm. 324 San Francisco, CA 94103.

For special guest room rates on Thursday evening February 22, please call Sheraton 619-260-0111 Group Rate #755. Parking is complimentary as space available. Airport Shuttle \$15 per person

Publishers/Exhibitors contact Walt Huber 310-827-5578 to reserve display

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California Community Colleges
Real Estate Education Center

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**THE
INFORMER**

Winter 2007

*Register Now
for
February 23,
2007
Real Estate
Conference!!!*