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Real Estate Endowment Fund

Spring 2009

**Dear Real Estate Educator:**

Thank you all for attending the Winter 2009 Real Estate Educators Conference in San Diego on February 20, 2009. Many attended and gained much insight on today's changing (challenging) real estate market. We welcomed new guest speakers, Christopher Lewis and Kathy Biewenga from CCIM, and Mark Powell, 2009 Chair of C.A.R.'s Educational Services Advisory Committee. We received many kudos for the breakout sessions presented by West LA's Dr. Vanita Nicholas, Dearborn's Nancy Dunlop and Palomar College's Kevin Hall. Thanks also to Robert Kleinhenz and Harold Justman for their informative presentations. Also, THANK YOU to our Exhibitors! We have posted the presentations by C.A.R.'s Deputy Chief Economist Robert Kleinhenz' "2009 Housing Market Outlook" and Kevin Hall's "CH-Ch-changing real estate market" at <http://www.ccsf.edu/reec> Go to "conferences" page.

**Mark your calendars! Spring 2009 Real Estate Educators' Conference is Friday, April 24, 2009 at the Radisson Hotel San Francisco Airport, 5000 Sierra Point, Brisbane CA 94005 (888) 201-1718 or (415) 467-4400.** Please call ahead to reserve your guest hotel room (current rates are \$129/night). To register for the conference, please see the enclosed registration form and Agenda on page 3.

**SIGN UP NOW** to get \$5 off the \$50 registration fee when paid registration is postmarked on or **before April 17, 2009!** (See page 3 for Conference Agenda & Registration form or mail us the on-line registration form at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) "Conferences" link.) Students may attend at a reduced registration fee of \$25 for students when they call the Center's Assistant, Craig Easley, at 415-267-6552 to reserve ASAP. Otherwise, it's \$45 at the door, so please advise your students.

After our morning updates, attorney Harold Justman, Esq. will discuss the arbitration controversy with "Arbitration Awards: Where are we going?" followed by our popular breakout sessions with West LA's Dr. Vanita Nicholas with her keen suggestions on "Strategies to Increase Enrollment" and Palomar's Kevin Hall street-wise & humorous presentation on the "CH-Ch-changes in Today's Real Estate Market". We also look forward to the "2009 Housing Market Outlook" by our lunch speaker, Robert Kleinhenz, PhD., C.A.R.'s Deputy Chief Economist.

Scholarship application are due **March 31, 2009**, please encourage your real estate students to apply! Your students can apply for up to two scholarships each (up to \$1600) by applying for the Endowment scholarship and the Bob Bruss or Lowell Anderson or the Dennis McKenzie scholarships. We have the monies available so spread the word. To obtain a scholarship application (s), go to <http://www.ccsf.edu/reec> and go to "scholarships" page.

We welcome your financial assistance to our real estate students by a contribution in any amount (\$20, \$25, \$100, \$500) to any of our Legend Scholarships in honor of Dennis McKenzie, Lowell Anderson, Bob Bruss or the general Endowment Real Estate Scholarship Fund, please see "Tribute to Legends" below for details. On behalf of our students and those to come, we are most grateful.

CREEA members don't forget your 8:15am - 9:00am meeting that morning.  
Sincerely, Michele E. Hagan, J.D., Director, California Community Colleges Real Estate Education Center

## **Tribute to Legends**

**Dennis J. McKenzie**, author, popular lecturer, consultant and beloved professor from College of Redwoods (retired 2008) passed away on June 13, 2008 due to complications following surgery. Dennis was born April 22, 1940 in Niles CA, and graduated from Humboldt State and achieved masters degrees in business and economics. He began teaching at College of the Redwoods in 1970 and taught many seminars through USC. In addition to his many friends, and numerous students whose lives he touched, he is survived by his two daughters, Allison and Shannon and their husbands and two granddaughters, Renee and Megan, and his two brothers Myron and Terry and their families. In addition to his many years teaching real estate, Dennis made a tremendous contribution to real estate education in California and to our real estate community by authoring numerous textbooks, presenting many practical seminars and serving as the Director of the California Community College Real Estate Education Center. His laughter, enthusiasm, love of life, and his smile will be truly missed.

In honor of Dennis' life and work, his publisher, Cengage Learning, has created the Dennis J. McKenzie Scholarship Fund for real estate students with an initial contribution of \$4,800. If you would like to join Cengage Learning in honoring Dennis and continuing his commitment to real estate education in California, please send your contributions in any amount to the Center made payable to CCSF and please note the memo line "McKenzie". Scholarship applications are available on the Centers website at [www.ccsf.edu/reec](http://www.ccsf.edu/reec).

**Lowell Anderson**, former Professor Emeritus of Real Estate Cerritos College (retired 2003) passed away on March 28, 2008. Lowell began his teaching career at Cerritos College in 1962. He most likely had a hand in the education of thousands of current and retired real estate agents in the Southern California Area during the 40+ years he taught at Cerritos College. He was instrumental in working with Bill Moran and John Liberator, from the Department of Real Estate, to have the California real estate exams administered at Cerritos College for 3 years. He also authored many real estate textbooks and study guides. Lowell was very devoted to his students and the Falcons athletic program at Cerritos College. After retiring from Cerritos College, he began to teach bible lessons at his church. His love of teaching never diminished, even as his age advanced. Lowell was non-stop until his death even with his recent purchase of a computer so that he could learn Spanish. He is deeply missed by his family, friends, former students, staff, and colleagues at Cerritos College. He was a true pioneer and dedicated supporter of real estate education in the California Community Colleges. We will miss his familiar face and his gentlemen spirit at our real estate educators conferences.

In Lowell's honor, Cerritos College has established a scholarship fund, the Lowell Anderson Real Estate Scholarship. Please see the "Foundation Scholarships" page of the Cerritos College website ([www.cerritos.edu](http://www.cerritos.edu)) for contribution & application details. Additionally, you may also join his many colleagues and friends by making a contribution to the Lowell Anderson Scholarship Fund created by the Center after our tribute at last April's Conference. Please send your contribution in any amount to the Center and make your checks payable to CCSF and note the memo line "Anderson".

## **Department of Real Estate**

As of Dec. 2008, there are over 532,000 licensed California RE agents & brokers with 678 newly licensed RE brokers & 1,011 newly licensed RE agents (down approx. 21% & 32% from 12/07). (See [http://www.dre.ca.gov/gen\\_stats\\_08\\_09.html](http://www.dre.ca.gov/gen_stats_08_09.html)) Many new laws for 2009 (Go to <http://www.leginfo.ca.gov/bilinfo.html>).

# Real Estate Educators' Conference

Friday, April 24, 2009

## 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
  - Janice Waddell, DRE Manager of Education, Research & Exam Programs
  - Leah Pears, California HFA, Homeownership Outreach Officer
  - Carmen Petrinca Hirciag, CAR Membership
  - Chuck Wiseley, Career & Technical Education, Chancellors Office
- 9:45 a.m.**                    **Break with Exhibitors**
- 10:00 a.m.**                    **Featured Morning Speaker**  
Speaker: Harold Justman, Esq. Attorney, College of San Mateo Instructor  
Topic: " Arbitration: Where are We?"
- 11:00 a.m.**                    **Break with Exhibitors**
- 11:15 a.m.**                    **Breakout Sessions:**
- "Strategies to Increase Enrollment", Dr. Vanita Nicholas, West LA College
  - "Ch-ch-changes in Today's RE Market", Kevin Hall, Broker & Palomar Teacher
- 12:15 p.m.**                    **Break with Exhibitors**
- 12:30 p.m.**                    **Luncheon**  
Speaker: Robert Kleinhenz, PhD., Deputy Chief Economist CAR  
Topic: 2009 Housing Market Outlook
- 2:30 p.m.**                    **Adjourn**

## WHAT'S NEW

### Spring 2009

- **Lois Kadosh**, former 2008 Chair of CAR's Educational Services Advisory Committee has been newly appointed as a board member to the Real Estate Endowment Advisory Committee. Ms. Kadosh replaces Jeanne Garde. Thank you Jeanne.
- Controversial Topic: **ARBITRATION**. Join Harold Justman, Esq., College of San Mateo Instructor & Real Estate Attorney for the San Diego conference morning session as he discusses how agents & brokers are addressing arbitration in real estate transactions.
- **SAVINGS TIP!** With the current decline in construction and energy costs, you may want to check in with your homeowners property insurance carrier to reduce your insurance premium.
- As of 7/1/09, real estate licensee identification numbers **required** on all first point of contact marketing materials & purchase agreements. (Business cards, stationery, property fliers, etc.). See SB 1461.
- The 2009 Real Estate Law Book & CD now available online FREE of charge & in print for purchase (\$25 plus tax) near late Jan. 09. Use DRE Publications Request RE 350 available at [www.dre.ca.gov](http://www.dre.ca.gov) or call DRE Book Order 916-227-0852.
- Interested in joining the Real Estate Endowment Advisory Board? We are looking for real estate instructors who can commit to attend meetings, conferences, and participate in fundraising and advisory activities. Interested in speaking at our conferences? or writing an article for this newsletter? Please send your bio to the Center Director, Michele E. Hagan, J.D., at below address.

## Spring 2009 Real Estate Educators' Conference / San Francisco April 24, 2009

### Registration

#### Date / Location

Friday, April 24, 2009  
Radisson SF Airport  
5000 Sierra Point  
Brisbane, CA 94005  
(888) 201-1718 or (415) 467-4400

Name \_\_\_\_\_

College / Company \_\_\_\_\_

DRE/OREA /OTHER (CE credit) License # \_\_\_\_\_

#### Registration / Luncheon Fee

Community College & Others—\$50  
Students -\$25 for first 15 reserved /\$45 at door.

**NEW Early Bird Rate:** (\$5 off)  
if Payment postmarked by 4/17/09 \$45  
After 4/17/09 \$50 at door.

Address \_\_\_\_\_

City/State//Zip \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_

Maps & directions can be found at:  
[www.radisson.com/brisbaneca\\_airport](http://www.radisson.com/brisbaneca_airport)

E-mail address \_\_\_\_\_

Fax \_\_\_\_\_

**Return form with CHECK to: City College of San Francisco** c/o Real Estate Education Center, 88 4th St., Rm. 324  
San Francisco, CA 94103. \*Students must call the Center to reserve \$25 rate. No refunds on cancellations received after 4/17/09.  
Note: Separate check payable to "CCSF" to contribute to Bob Bruss, Lowell Anderson and/or Dennis McKenzie Scholarships.

For special guest room rates on Thursday evening April 23, please call  
888-201-1718 or 415-467-4400. On site parking available. Free airport shuttle.  
Publishers/Exhibitors contact Walt Huber 310-827-5578 to reserve Exhibitor  
display space at the Conference. THANK YOU EXHIBITORS!

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California Community Colleges  
Real Estate Education Center

88 Fourth Street, Room 324  
San Francisco CA 94103  
Telephone: (415) 267-6550  
Fax: (415) 267-6518  
Web Site: [www.ccsf.edu/reec](http://www.ccsf.edu/reec)

**THE  
INFORMER**  
Spring 2009

**Register EARLY  
for  
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Real Estate  
Conference!!!**