

THE INFORMER



News concerning activities sponsored by the California Community Colleges Real Estate Endowment Fund

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Fall 2002

DIRECTOR'S LETTER

As of July 1st, 2002, the Real Estate Education Center is up and running at its new location at San Francisco City College. I'm especially grateful to outgoing interim director Dennis McKenzie and to Nancy Holmes for helping to make the move of the center from Yosemite community college to City College of San Francisco as smooth as possible.

Contact information and office hours for the Center are listed on Page 4.

The Center has made a number of changes in procedures and will be making others. Requests for Instructor Guides should be made directly to the Center at its new address: requests for student guides should be made directly to the printer (contact information shown on page 3) The printer will print Student Guides in response to orders and mail them directly to you, a procedure, which I hope will result in faster delivery.

As you use the Guides please make note of any needed corrections and e-mail them to me, so these changes can be made prior to the next major revision.

At the upcoming conference I will be asking for your ideas about what the Center might do that would be most useful to you as real estate educators—for example what new course topic areas should be considered for new student and instructor guides, what kinds of services and information on our Web site would be useful to you, and particularly for the majority of you who do not stay for the afternoon sessions, what kinds of presentations or content would be compelling and interesting enough to make you want to stay, etc. Between now and then please be thinking about how the Center can make your job as a real estate educator easier and more effective.

Yours truly,

Thomas B. (Tom) Gruenig

CALIFORNIA DEPARTMENT OF REAL ESTATE ACTIVITES UPDATE

	Jun-02	May-02	Apr-02	Mar-02
Number of Licensees:				
Broker	108,860	108,766	106,304	107,664
Salesperson	<u>214,998</u>	<u>213,717</u>	<u>210,491</u>	<u>208,835</u>
	323,858	322,483	316,795	316,499
License Exams Administered:				
Broker	829	781	654	656
Salesperson	<u>5,333</u>	<u>5,371</u>	<u>4,901</u>	<u>4,951</u>
	6162	6152	5555	5607
Pass Rates				
Broker	52%	52%	54%	54%
Salesperson	60%	61%	59%	61%
Original Licenses Issued:				
Broker	554	757	477	400
Salesperson	<u>2,590</u>	<u>3,918</u>	<u>2,763</u>	<u>2,062</u>
	3144	4675	3240	2462
Renewal Licenses Issued:				
Broker	2,103	2,911	2,374	1899
Salesperson	<u>3,903</u>	<u>4,387</u>	<u>3,796</u>	<u>2,887</u>
	6,006	7,298	6,170	4786
Percent of Potential Renewals:				
Broker:	80.50%	120.70%	85.50%	66%
Salesperson:	79.50%	93.80%	78.60%	56.20%
C/E Course Sponsors:	221	218	223	226
C/E Courses Approved:	858	876	873	893
Private Schools:	105	105	105	105
Pre-License Courses:	592	592	592	590

Real Estate Educators' Conference / Norwalk, California

Registration

Date / Location

Friday, Oct. 18, 2002
Cerritos College-Burnight Center
11110 Alondra Blvd., Norwalk, CA
(652) 860-2451

Registration / Luncheon Fee

Community College—\$25
(\$35 after Oct. 3)
Other—\$30
(\$40 after Oct. 3)

Maps and directions can be found
at the Center's Website:
www.CCSF.EDU/REEC

Name _____

Education Affiliation _____

Main Course Taught (for badge) _____

Address _____

City/State/Zip _____

Telephone (____) _____

Question's for DRE / OREA: _____

Return form with payment to:

California Community Colleges Real Estate Education Center, 800 Mission St., Rm. 321 San Francisco,
CA 94103. **Please make checks payable to City College of San Francisco. No refunds**

Real Estate Educators' Conference Real Estate Educators' Conference
Friday, October 18, 2002

PROGRAM

- 8 a.m.** Registration desk opens
Exhibits/continental breakfast compliments of exhibitors
- 9 a.m.** Opening Session
- Thomas B. Gruenig Director, CCC Real Estate Education Center Updates
 - Lisa Fassett, Specialist of Vocational Education, CCC Chancellor's Office
 - Betty Ludeman, Manager Education and Research Section, Department of Real Estate
 - Janice Waddell, Enforcement Division, Department of Real Estate
Topic: "Happenings in Enforcement"
- 10:15 a.m.** Break with Exhibitors
- 10:35 a.m.** "*Real Estate Law Update*"
- Robert Bruss, Real Estate Attorney, Columnist and Instructor, College of San Mateo
- 11:45 a.m.** Break with Exhibitors
- 12:05 a.m.** Luncheon
- Speaker – Paula Reddish Zinnemann, California Real Estate Commissioner (Topic to be announced)
- 1:45 p.m. Adjournment**
- 2-5 p.m.** What's new in the Instructor and Student Guides:
Real Estate Principles
Real Estate Practice
- General Meeting of those interested in development of additional Guides for subjects such as Real Estate Investing, Computer Applications in Real Estate, Commercial Real Estate, etc.



Real Estate Guides Complementary copies of the Instructor Guides are available for real estate instructors who are currently teaching. Requests for complementary copies should be mailed to the Real Estate Education Center on college letterheads signed by the coordinator or administrator in charge of the real estate program (or: e-mail a copy of your request to tgruenig@ccsf.edu for faster turnaround). The requirement that the request be made on college letterhead is for the purpose of providing a degree of security for the test questions and answers provided with the instructor guides. Copies of the Student Guides are also available and may be ordered directly from the printer by any of the following methods: (1) (Preferred) fax a copy of your purchase order to 650-595-8652, (2) telephone your purchase order number to 1-800-285-2864 or (3) mail your purchase order to: PEA PRESS, 1100 Industrial Road, Unit 16, San Carlos, California 94070.

The available Guide subjects and their revision dates are as Follows: Real Estate Appraisal 2002; Real Estate Finance 2002; Legal Aspects of Real Estate 1997; Mortgage Brokering and Lending 2002; Real Estate Practice 2002; Real Property Management 1996; Continuing Education Courses 2001. Instructors who become aware of needed changes in the guides (e.g., typos or substantive changes) are requested to so notify the Center by e-mailing tgruenig@ccsf.edu.

Courses Approved for Continuing Education Credit: The Department of Real estate requires 45 hours of approved continuing education in specific areas for most real estate license renewals. As a service to community colleges the Real Estate Education Center provides an “umbrella” for approved continuing education credit offered by community colleges for specific courses for which the Center has obtained DRE approval, if the course meets required standards. The following are the Courses and subject areas for which the Center has approval:

Title	Category	Hours	Term
#30 Agency Relationships and Duties	A	3	7/1/02-6/30/04
#36 Ethics	E	3	7/1/01-6/30/03
#38 Fair Housing	FH	3	7/1/02-6/30/04
#35 Legal Aspects of Real Estate	CP	45	7/1/01-6/30/03
#31 Real Estate Appraisal	CP	45	7/1/01-6/30/03
#33 Real Estate Finance	CP	45	7/1/01-6/30/03
#32 Real Estate Practice	CP	45	7/1/01-6/30/03
#34 Real Property Management	CP	45	7/1/01-6/30/03
#37 Survey Course	SC	6	7/1/01-6/30/03
#39 Trust Fund Handling	TF	3	7/1/02-6/30/04

Categories:

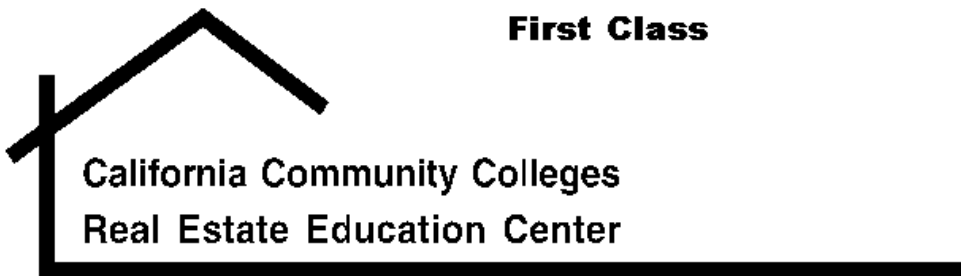
- A = Agency Relationships and Duties in a Real Estate Brokerage Practice
- CP = Consumer Protection
- CS = Consumer Service/Professional Competence
- E = Ethics, Professional Conduct and Legal Aspects of Real Estate
- FH = Fair Housing
- SC = Survey Course
- TF = Trust Funds Handling

Community colleges seeking to obtain approval for continuing education credit for their qualifying courses in these subjects should submit a “Continuing Education Course Approval/Instructor Certification Request Form” to the Center (available on request by writing or e-mailing the Center), and will in return receive a “Continuing Education Course Offering Authorization” from the Center.



The Real Estate Education Center will be open Monday through Friday 11 AM to 3 PM. The Center's telephone number is 415-267-6550. The Center's location is: 800 Mission Street Rm. 321, San Francisco, California 94103. The directors e-mail address is: tgruenig@ccsf.edu.

First Class



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