



THE INFORMER

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

Volume 26, Issue 3

Fall, 2003

DIRECTOR'S LETTER

Dear Real Estate Educator:

My name is Mario Yrun and I'm delighted to have started this week as the new Director for the Real Estate Education Center. I've been teaching Finance at City College of San Francisco for the past three years and have just started teaching Investments at Golden Gate University. Prior to teaching, I spent thirteen years structuring and marketing financial derivative risk management solutions at Citicorp, SalomonSmithBarney and Credit Lyonnais in New York City. During this time, I worked closely with the companies' respective real estate lending groups and their clients.

In the coming months I'll be working hard to increase the effectiveness of the Real Estate Education Center by improving and updating our website, increasing the frequency and quality of member contact through "what's new" emails and continuing to attract top-notch speakers to our conferences.

Don't forget we have a conference in Los Angeles at the Culver City Radisson Hotel on Friday October 24th. You'll receive an email update shortly detailing the agenda and the featured speakers. Maps, directions and contact information is available at www.radisson.com/culvercityca.

I look forward to meeting as many of you as possible at the conference and working to elevate the effectiveness of the Real Estate Education Center. My email address will be myrun@ccsf.edu and the telephone number here remains (415) 267-6550.

Yours truly,
Mario Yrun
Director, Real Estate Education Center

	Jul-03	Jun-03	May-03	Apr-03
Number of Licenses:				
Broker	113,214	112,942	112,574	112,075
Salesperson	<u>245,393</u>	<u>242,970</u>	<u>239,569</u>	<u>235,968</u>
	358,607	355,912	352,143	348,043
License Exams Administered:				
Broker	909	1,000	982	1,009
Salesperson	<u>7,823</u>	<u>6,598</u>	<u>6,659</u>	<u>7,037</u>
	8,732	7,598	7,641	8,046
Pass Rates				
Broker	30%	28%	24%	53%
Salesperson	47%	44%	45%	58%
Original Licenses Issued:				
Broker	454	679	645	665
Salesperson	<u>3,119</u>	<u>4,578</u>	<u>3,760</u>	<u>3,799</u>
	3,573	5,257	4,405	4,464
Renewal Licenses Issued:				
Broker	1,637	1,784	1,723	1,992
Salesperson	<u>3,210</u>	<u>3,305</u>	<u>2,408</u>	<u>3,776</u>
	4,847	5,089	4,131	5,768
Percent of Potential Renewals:				
Broker:	83%	85%	79%	96%
Salesperson:	88%	77%	56%	84%
C/E Course Sponsors:	225	227	226	225
C/E Courses Approved:	974	975	959	956
Private Schools:	104	104	101	101
Pre-License Courses:	599	593	586	586

Real Estate Educators' Conference
Friday, October 24th, 2003
PROGRAM

- 8 a.m.** **Registration desk opens**
Exhibits/Continental Breakfast (compliments of exhibitors)
- 9 a.m.** **Opening Session**
- Fred Martinez, Real Estate Coordinator, City College of SF
 - Mario Yrun, Director, CCC Real Estate Education Center
 - Betty Ludeman, Manager, Education & Research, California Department of Real Estate
 - Lisa Fassett, Specialist of Vocational Education, CCC Chancellor's Office
- 10:15 a.m.** Break with Exhibitors
- 10:35 a.m.** Speaker: (To be announced)
Topic: (To be announced)
- 11:45 a.m.** Break with Exhibitors
- 12:05 a.m.** **Luncheon**
Speaker: Diane Wedner, LA Times, Real Estate / Business Staff Writer
Topic: Southern California Home Values and Trends
- 1:45 p.m.** **Adjournment**
- 2:00 p.m.** Drawing

What's New

- Instructions to License Applicants were revised September 2003 to reflect new fees and education requirements - see http://www.dre.ca.gov/examinees_sub.htm
- DRE form RE 428A, Salesperson Examination Packet, has been revised August 2003 - see <http://www.dre.ca.gov/form300.htm#re428a>
- Clarification: While all licensees must disclose license status when advertising, the type of disclosure required is substantially different depending upon nature of the real estate business and target audience of advertisement. See the Real Estate Bulletin http://www.dre.ca.gov/pdf_docs/rebsum03.pdf
- Median home price increased 19.1% in July to record \$383,320, sales increased 10.2% and California's Housing Affordability Index fell two points in July. See C.A.R. news at <http://www.car.org>
- C.A.R. has just released the 2003 Internet Versus Traditional Buyers Survey report, detailing differences between buyers who use the Internet and buyers who do not, their satisfaction levels and much more. See <http://www.car.org> under the "Economics" link.
- Do you know what really motivates sellers to sell their home? Do you know what concerns come to their minds? Do you know where sellers find their agents? See the 2003 Survey of California Home Sellers at <http://www.car.org> under the "Economics" link.
- Need to refresh you knowledge of exactly what a professional home inspector can and can not do? See "CREIA Explains the Role of a Professional Home Inspector" at <http://www.creia.org/press/index.htm>

Real Estate Educators' Conference / Culver City

Registration

Date / Location

Friday, Oct 24th, 2003
Radisson Hotel
6161 W. Centinela Ave.
Culver City, CA 90230

Registration / Luncheon Fee

Community College—\$25
Other —\$30

Name _____

Education Affiliation _____

Main Course Taught (for badge) _____

Address _____

City/State/Zip _____

Telephone (_____) _____

e-mail address _____

Maps and directions can be found
at: www.radisson.com/culvercityca

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 will be made.**

Rooms set aside for instructors & publishers call: 1-800-333-3333 or,
1-310-649-1776 for reservations. Catering Manager:
Janice Kashiwagi. Private Line: 1-310-348-4550
For more Hotel Information: <http://www.radisson.com/culvercityca>

-IF YOU RECEIVED THIS INFORMER BY E-MAIL, YOU WILL CONTINUE TO RECEIVE IT BY THE SAME MEANS UNLESS YOU REQUEST OTHERWISE.

-TO REQUEST FUTURE MAILING OF THE INFORMER BY U.S. MAIL, SEND YOUR REQUEST TO THE REAL ESTATE EDUCATION CENTER, 800 MISSION ST., ROOM 321 SAN FRANCISCO, CA 94103

-TO REQUEST FUTURE MAILING OF THE INFORMER BY E-MAIL, SEND YOUR REQUEST TO THE DIRECTOR AT Myrun@ccsf.edu



**California Community Colleges
Real Estate Education Center**

**Real Estate Education Center
800 Mission Street room 321
San Francisco CA 94103
Telephone: (415) 267-6550
E-mail: myrun@ccsf.edu
Web Site: www.ccsf.edu/reec**

**THE
INFORMER**

Fall 2003