



THE INFORMER

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Real Estate Endowment Fund

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Winter 2004

Dear Real Estate Educator:

Happy Holidays and mark your calendars! The Center will hold its Winter Educator's Conference at the San Diego Radisson on Friday February 27th (see page 3 for details and agenda). I'm really excited to see once again the people I met at our Fall Conference in Culver City and to meet those who were not able to attend!

We have a dynamite group of speakers who'll enlighten us on a variety of relevant topics: Nationally syndicated columnist and real estate attorney Bob Bruss will give a Real Estate Update, C.A.R. Deputy Chief Economist Robert Kleinhenz will speak on the current economic environment and John Brenan, Director of Research and Technical Issues at The Appraisal Foundation in Washington D.C. will inform us on upcoming changes in the field of appraisals.

We're working hard here to involve other related groups in the Center's efforts. You'll continue to hear from officers representing C.A.R., California DRE and other important organizations as the Center develops mutually beneficial synergies with these parties to ultimately better serve you, the Real Estate Educator.

The Center is continuing its work updating Instructor and Student Study Guides. We have received commitments that the "Real Estate Finance" and the "Real Property Management" Guides will be hopefully completed by the conference date. There has been a delay in deployment of the Center's new website and it is unlikely to be completed by year end. We're hoping to have this "one-stop shopping" site for educators done by the conference date, however.

Have a great holiday season and I look forward to seeing you in February!

Sincerely,
Mario Yrun
Director, Real Estate Education Center

	Aug-03	Jul-03	Jun-03	May-03
Number of Licensees:				
Broker	113,313	113,214	112,942	112,574
Salesperson	<u>247,164</u>	<u>245,393</u>	<u>242,970</u>	<u>239,569</u>
	360,477	358,607	355,912	352,143
License Exams Administered:				
Broker	1017	909	1000	982
Salesperson	<u>8,728</u>	<u>7,823</u>	<u>6,598</u>	<u>6,659</u>
	9,745	8,732	7,598	7,641
Pass Rates:				
Broker	33%	30%	28%	24%
Salesperson	48%	47%	44%	45%
Original Licenses Issued:				
Broker	439	454	679	645
Salesperson	<u>2,820</u>	<u>3,119</u>	<u>4,578</u>	<u>3,760</u>
	3,259	3,573	5,257	4,405
Renewal Licenses Issued:				
Broker	1,425	1,637	1,784	1,723
Salesperson	<u>2,577</u>	<u>3,210</u>	<u>3,305</u>	<u>2,408</u>
	4,002	4,847	5,089	4,131
Percent of Potential Renewals:				
Broker:	66%	83%	85%	79%
Salesperson:	69%	88%	77%	56%
C/E Course Sponsors:	228	225	227	226
C/E Courses Approved:	984	974	975	959
Private Schools:	106	104	104	101
Pre-License Courses:	611	599	593	586

Real Estate Educators' Conference

Friday, February 27th, 2004

PROGRAM

- 8 a.m.** **Registration desk opens**
Exhibits/Continental Breakfast (compliments of exhibitors)
- 9 a.m.** **Opening Session**
- Mario Yrun, Director, CCC Real Estate Education Center
 - Carmen Petrinca, Membership Development Manager, C.A.R.
 - Betty Ludeman, Manager, Education & Research, California Department of Real Estate
- 10:00 a.m.** Break with Exhibitors
- 10:15 a.m.** Speaker: Robert Kleinhenz, Deputy Chief Economist, C.A.R.
Topic: "Economic Update and Forecast"
- 11:00 a.m.** Speaker: John Brenan, Director of Research and Technical Issues, The Appraisal Foundation
Topic: "Emerging Issues in Appraisals"
- 11:45 a.m.** Break with Exhibitors
- 12:00 p.m.** **Luncheon**
Speaker: Robert Bruss, Nationally Syndicated Real Estate Columnist and Real Estate Attorney
Topic: "Real Estate Update"
- 1:45 p.m.** **Adjournment**

What's New

Winter 2004 Informer

- Median home prices in California increased 17.4% in October, the 23rd consecutive monthly double-digit increase! See www.car.org/index.php?id=Mz15NDE. The Sales and Price Report for the Third Quarter 2003 is now posted at www.car.org/index.php?id=Mz14ODM
- Are you looking for a user-friendly on-line glossary of real estate terms coming straight from the California DRE? You've found it! Go to www.dre.ca.gov/pdf_docs/ref29.pdf
- It is no secret that California does not license home inspectors. However, without such licensing, homebuyers may wonder how to best choose a qualified real estate inspector. To find out how CREIA helps insure professional integrity in the home inspection process, see www.creia.org/press/index.htm
- Do you want to know what characteristics and work habits the top producing real estate agents have in common? How they got to where they are? What strategies they used? See www.car.org/index.php?id=Mz11NTg
- The California DRE updated four different forms as of October 28th, 2003: RE-214 (Salesperson Change Applicant), RE-218 (Corporate License Instructions), RE-222 (Examination Applicant Foreign Education Information) and RE-282 (Fictitious Business Name Information). Have them faxed directly to your office by calling (916) 227-0931, or by visiting the website www.dre.ca.gov/faxforms.htm#catalog
- In these times of heavy mortgage application volume and consequent time lags in processing, it's necessary to understand the need to provide an adequate Rate-Lock "lock-in" period to cover the estimated closing period for new mortgage applications. See the DRE's Fall '03 Mortgage Loan Bulletin at www.dre.ca.gov/mlblttn.htm
- What does the crystal ball say to us about the real estate environment next year? See what C.A.R. is forecasting in their 2004 Housing Market Forecast at www.car.org/index.php?id=Mz11NTc

Real Estate Educators' Conference / San Diego

Registration

Date / Location

Friday, February 27th, 2004
Radisson Hotel San Diego
1433 Camino Del Rio South
San Diego, CA 92108
(619) 260-0111

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/sandiegoca

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: (800) 333-3333 or,
(619) 260-0111 for reservations. Catering Manager: Patrick Marsh ext. 262
For more Hotel Information: <http://www.radisson.com/sandiegoca>

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



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Real Estate Education Center**

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