Fall 2006

Dear Real Estate Educator:

As the new Director of the California Community Colleges Real Estate Center, I welcome you to Fall 2006. Since 2002, I have been teaching real estate courses at City College of San Francisco. In addition to teaching, I am also an attorney and a real estate broker. Craig Easley remains as the Centers administrator and your “go-to” person for study guides (free to instructors), conference registration and website updates.


Sign up NOW for the Fall Conference in Los Angeles, October 27, 2006! NEW Early-Bird Rate $5 discount if paid registration received before October 13, 2006! NEW LOCATION--Hilton Los Angeles Airport on Friday October 27th (see page 3 for details and agenda). See www.ccsf.edu/reec under “conferences” for agenda and venue details. Please note due to the rising conference costs, the registration fee has been increased to $40 and $20 for students.

Our lunch speaker, Robert Kleinhenz, Deputy Chief Economist from CAR, will have “hot off the presses” the numbers for 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”, 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.

Scholarship applications for real estate students are available on our website beginning September or visit the California Community Colleges Chancellor’s Office www.cccco.edu. Last year, all of the scholarship money was distributed. Congratulations and let’s do the same this year!

Many thanks to Chancellors Office’s Chuck Wiseley, CCSF’s Dean Steven Glick, DRE’s Betty Ludeman (she’s retiring Oct 31st), Fred Martinez, Craig Easley and of course, Mario Yrun, the former director, for their tremendous help in getting me up to speed.

I look forward to seeing you all on October 27, 2006 in Los Angeles!

Sincerely,

Michele E. Hagan, J.D.,
Director, CCC Real Estate Education Center
## DEPARTMENT OF REAL ESTATE
### FAII — UPDATE — 2006

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Real Estate Educators’ Conference  
Friday, October 27th, 2006

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
- Betty Ludeman, Manager, Education & Research, California DRE
- Leah Pears, California HFA, Homeownership Outreach Officer
- Richard Quintana, Financial Assistance, CCCCO
- Chuck Wiseley, Career & Technical Education, CCCCO
- Carmen Petrinca, CAR, Membership

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

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  
Fall 2006

- Michele E. Hagan, J.D. is the NEW Director of the Real Estate Education Center.

- NEW STUDY GUIDE!! Common Interest Developments (Homeowner's Association Management) Guides & CD's available now at no-cost to community college instructors--contact the Center at 415-267-6550 or email us at ceasley@ccsf.edu.

- NEW Appraiser license requirements effective January 1, 2008 visit www.orea.ca.gov for details.

- Get your NEW 2006 Real Estate Law Book, Disclosures in Real Property Transactions booklet (updated), NEW Mortgage Loan Broker Compliance Manual or click-on the NEW Real Estate & Financial Services License Information “one-stop” button at www.dre.ca.gov

- $575,800 NEW record for home median price (up 6.3%) while sales have decreased 26.3 %. 46 Days median days on market for SFH compared to 28 days for the same period last year. (See CAR 7/25/06 at www.car.org/index.php?id=MzYoMzY= )

- NEW record over 501,212 real estate licensees in California (that's 3.5:1 agents to attorneys), 49% increase in new salespersons licenses & 69% new brokers licenses over last 2 years, and Commissioner Davi expects increase in the number of license applications for next 12-15 months. (See Department of Real Estate Forum June 06, www.dre.ca.gov/aboutdre_sub.htm)

- DECLINING Housing affordability in California from 2003 to 2005 - Los Angeles 27% to 14%, San Diego 19% to 10% & San Francisco 20% to 12%. (CAR's Trends/May 2006 First Quarter Housing Market Report).

- Have you MOVED? Contact info changed? Send your updates to ceasley@ccsf.edu or call the Center at 415-267-6550.
For special guest room rates on Thursday evening October 26th, call 1-800-Hiltons and ask for “ZS” rate or call nearby 4 Points Sheraton 310-645-4600. Publishers contact Walt Huber 310-827-5578 to reserve display space. For more hotel information, www.losangelesairport.hilton.com. There will be a special $9.00 Parking Rate at the Hilton for conference attendees.

This project was funded fully or in part by a grant (#06-0015), awarded to San Francisco CCD and administered by the Community Colleges Chancellor’s Office, from an endowment provided by the Department of Real Estate. It is the policy of City College of San Francisco not to discriminate against any person on the basis of race, color, national origin, sex or disability in all of its educational and employment programs and activities.

Register Now for October 27th, 2006 Real Estate Conference!!!