



Volume 26, Issue 12

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Real Estate Endowment Fund

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.

**Mark your calendars!** Real Estate Educators' conference dates- Fall Conference in Los Angeles October 27, 2006, Winter Conference in San Diego February 23, 2007 and Spring Conference in San Francisco April 27, 2007.

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 27<sup>th</sup> (see page 3 for details and agenda). See [www.ccsf.edu/reec](http://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](http://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 31<sup>st</sup>), 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***

## ***FALL— UPDATE — 2006***

|                                       | <b>Jul-06</b>  | <b>Jun-06</b>  | <b>May-06</b>  | <b>Apr-06</b>  |
|---------------------------------------|----------------|----------------|----------------|----------------|
| <b>Number of Licensees:</b>           |                |                |                |                |
| <b>Broker</b>                         | 138,375        | 137,410        | 136,506        | 135,458        |
| <b>Salesperson</b>                    | <u>369,821</u> | <u>366,734</u> | <u>363,547</u> | <u>359,871</u> |
|                                       | 508,196        | 504,144        | 500,053        | 495,329        |
| <b>License Exams Administered:</b>    |                |                |                |                |
| <b>Broker</b>                         | 2,003          | 2,070          | 1,949          | 1,330          |
| <b>Salesperson</b>                    | <u>9,504</u>   | <u>14,806</u>  | <u>13,099</u>  | <u>12,053</u>  |
|                                       | 11507          | 16876          | 15048          | 13383          |
| <b>Pass Rates</b>                     |                |                |                |                |
| <b>Broker</b>                         | 37%            | 34%            | 35%            | 33%            |
| <b>Salesperson</b>                    | 41%            | 40%            | 44%            | 39%            |
| <b>Original Licenses Issued:</b>      |                |                |                |                |
| <b>Broker</b>                         | 1,217          | 1,251          | 1,320          | 1,118          |
| <b>Salesperson</b>                    | <u>5,241</u>   | <u>4,800</u>   | <u>5,847</u>   | <u>4,952</u>   |
|                                       | 6458           | 6051           | 7167           | 6070           |
| <b>Renewal Licenses Issued:</b>       |                |                |                |                |
| <b>Broker</b>                         | 2,186          | 2,270          | 2,267          | 2,281          |
| <b>Salesperson</b>                    | <u>4,344</u>   | <u>4,752</u>   | <u>5,225</u>   | <u>4,189</u>   |
|                                       | 6,530          | 7,022          | 7,492          | 6,470          |
| <b>Percent of Potential Renewals:</b> |                |                |                |                |
| <b>Broker:</b>                        | 81.10%         | 84.70%         | 84.20%         | 80%            |
| <b>Salesperson:</b>                   | 81.60%         | 83.90%         | 72.60%         | 68.70%         |
| <b>C/E Course Sponsors:</b>           | 279            | 272            | 272            | 268            |
| <b>C/E Courses Approved:</b>          | 1,266          | 1,256          | 1,263          | 1,254          |
| <b>Private Schools:</b>               | 177            | 174            | 170            | 169            |
| <b>Pre-License Courses:</b>           | 1,042          | 1,000          | 962            | 952            |

# 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, CCCCCO
  - Chuck Wiseley, Career & Technical Education, CCCCCO
  - 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](http://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](http://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=](http://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](http://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](mailto:ceasley@ccsf.edu) or call the Center at 415-267-6550.

## Real Estate Educators' Conference / Los Angeles

### Registration

#### Date / Location

Friday, October 27th, 2006  
Hilton Los Angeles Airport  
5711 West Century Blvd.  
Los Angeles, CA 90045  
(310) 410-4000

#### Registration / Luncheon Fee

Community College & Others—\$40  
Students—\$20

#### **NEW Early Bird Rate:**

Payment received by **10/13/06**  
get \$5 discount!

Maps & directions can be found at:  
[www.losangelesairport.hilton.com](http://www.losangelesairport.hilton.com)

Name \_\_\_\_\_

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

Main Course Taught (for name badge) \_\_\_\_\_

Address \_\_\_\_\_

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

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

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

Fax \_\_\_\_\_

**Return form with payment to:** California Community Colleges Real Estate Education Center, 88 Fourth St., Rm. 324  
San Francisco, CA 94103. **Please make checks payable to City College of San Francisco.**

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](http://www.losangelesairport.hilton.com). There will be a special \$9.00 Parking Rate at the Hilton for conference attendees.

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Real Estate Education Center

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**THE  
INFORMER**

Fall 2006

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