



Volume 29, Issue 19

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

Winter 2009

**Dear Real Estate Educator:**

HAPPY NEW YEAR! Many good things to report. We have raised over \$245,000 to augment our Endowment thanks to the generosity of the DRE, Department of Finance, First American Title, Dearborn Publishing, Cengage Learning, and many of you. Many thanks to those of you who gave generously (\$1,850.00 to date) to the scholarship funds honoring Bob Bruss, Dennis McKenzie, Lowell Anderson and the Endowment Real Estate Scholarship Fund. If you would like to contribute to any of these scholarship funds, please see "Tribute to Legends" below. On behalf of our students and those to come, we are most grateful. Other news, the DRE has committed \$20,000 in matching funds to help cover the initial costs to update our instructor and student study guides. Thank you Commissioner Jeff Davi and Janice Waddell! We plan to have the Real Estate Principles and the Real Estate Practice instructor & student study guides revised and available in Fall 2009.

The invaluable California Real Estate Law Newsletter (formerly Bob Bruss' newsletter) a subscription-based monthly newsletter providing keen analysis on the most recent real estate law cases is now available to you for FREE thanks to the generosity of the San Mateo Community College District, CSM's Dir. Of Community & Government Relations Barbara Christensen, Robert J. Bruss Trust and Attorney Harold Justman, Esq. who made this happen. (For home or office delivery, sign up for a \$79 yearly subscription— [justman@smccd.edu](mailto:justman@smccd.edu) or 650-358-6884-Bob Bruss is smiling proudly as the proceeds go to a housing fund for faculty & staff at CSM)

Thank you for attending the successful Fall 2008 Real Estate Educators Conference in Los Angeles last October. A special THANK YOU to our newest presenters, Dearborn Publishing's Nancy Dunlop for session on "Leveraging Online Learning Solutions" and to Lois Kadosh who stepped in last minute with "Tales of an Expert Witness". Thanks also to the following speakers, DRE's Janice Waddell, CalHFA's Leah Pears, and CAR's Deputy Economist Robert Kleinhenz, PhD. (His report is posted on the Center's website [www.ccsf.edu/reec](http://www.ccsf.edu/reec) go to conferences link).

**Mark your calendars! Real Estate Educators' Conference Winter 2008 Friday, February 20, 2009 San Diego** at the Hilton San Diego Mission Valley 619-543-9000. Spring 2009 Conference in San Francisco on April 24, 2009, location TBD. Please visit our website at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) as the date gets closer for registration and agenda information.

**SIGN UP NOW** to get \$5 off the \$50 registration fee when paid registration is postmarked on or **before February 6, 2009!** (See page 3 for Conference Agenda & Registration form or mail us the on-line registration form at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) "Conferences" link.) Students invited for a reduced registration fee of \$25 for students who call the Center Assistant, Craig Easley at 415-267-6552 to reserve ASAP. Otherwise, it's \$45 at the door, so please advise your students.

Please see Conference Agenda for breakout sessions and speakers. Encourage your students to apply by March 2009 for Endowment Scholarship Funds. (Go to "scholarships" at [www.ccsf.edu/reec](http://www.ccsf.edu/reec)).

CREEA members don't forget your 8:15am – 9:00am meeting that morning.

Sincerely, Michele E. Hagan, J.D., Director, California Community Colleges Real Estate Education Center

## **Tribute to Legends**

**Dennis J. McKenzie**, author, popular lecturer, consultant and beloved professor from College of Redwoods (retired 2008) passed away on June 13, 2008 due to complications following surgery. Dennis was born April 22, 1940 in Niles CA, and graduated from Humboldt State and achieved masters degrees in business and economics. He began teaching at College of the Redwoods in 1970 and taught many seminars through USC. In addition to his many friends, and numerous students whose lives he touched, he is survived by his two daughters, Allison and Shannon and their husbands and two granddaughters, Renee and Megan, and his two brothers Myron and Terry and their families. In addition to his many years teaching real estate, Dennis made a tremendous contribution to real estate education in California and to our real estate community by authoring numerous textbooks, presenting many practical seminars and serving as the Director of the California Community College Real Estate Education Center. His laughter, enthusiasm, love of life, and his smile will be truly missed.

In honor of Dennis' life and work, his publisher, Cengage Learning, has created the Dennis J. McKenzie Scholarship Fund for real estate students with an initial contribution of \$4,800. If you would like to join Cengage Learning in honoring Dennis and continuing his commitment to real estate education in California, please send your contributions in any amount to the Center made payable to CCSF and please note the memo line "McKenzie". Scholarship applications will be available shortly on the Centers website at [www.ccsf.edu/reec](http://www.ccsf.edu/reec).

**Lowell Anderson**, former Professor Emeritus of Real Estate Cerritos College (retired 2003) passed away on March 28, 2008. Lowell began his teaching career at Cerritos College in 1962. He most likely had a hand in the education of thousands of current and retired real estate agents in the Southern California Area during the 40+ years he taught at Cerritos College. He was instrumental in working with Bill Moran and John Liberator, from the Department of Real Estate, to have the California real estate exams administered at Cerritos College for 3 years. He also authored many real estate textbooks and study guides. Lowell was very devoted to his students and the Falcons athletic program at Cerritos College. After retiring from Cerritos College, he began to teach bible lessons at his church. His love of teaching never diminished, even as his age advanced. Lowell was non-stop until his death even with his recent purchase of a computer so that he could learn Spanish. He is deeply missed by his family, friends, former students, staff, and colleagues at Cerritos College. He was a true pioneer and dedicated supporter of real estate education in the California Community Colleges. We will miss his familiar face and his gentlemen spirit at our real estate educators conferences.

In Lowell's honor, Cerritos College has established a scholarship fund, the Lowell Anderson Real Estate Scholarship. Please see the "Foundation Scholarships" page of the Cerritos College website ([www.cerritos.edu](http://www.cerritos.edu)) for contribution & application details. Additionally, you may also join his many colleagues and friends by making a contribution to the Lowell Anderson Scholarship Fund created by the Center after our tribute at last April's Conference. Please send your contribution in any amount to the Center and make your checks payable to CCSF and note the memo line "Anderson" .

## **Department of Real Estate**

As of Nov. 2008, there are over 533,000 licensed California RE agents & brokers with just 469 newly licensed RE brokers & 849 newly licensed RE agents (down approx. 50% & 66% from 11/07). (See [http://www.dre.ca.gov/gen\\_stats\\_08\\_09.html](http://www.dre.ca.gov/gen_stats_08_09.html)) Many new laws for 2009 (Go to <http://www.leginfo.ca.gov/bilinfo.html>).

# Real Estate Educators' Conference

## Friday, February 20, 2009

### 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
  - Janice Waddell, DRE Manager of Education, Research & Exam Programs
  - Leah Pears, California HFA, Homeownership Outreach Officer
  - Carmen Petrinca Hirciag, CAR Membership
  - Chuck Wiseley, Career & Technical Education, Chancellors Office
- 9:45 a.m.**                    **Break with Exhibitors**
- 10:00 a.m.**                    **Featured Morning Speaker**  
Speaker: Harold Justman, Esq. Attorney, College of San Mateo Instructor  
Topic: " Arbitration: Where are We?"
- 11:00 a.m.**                    **Break with Exhibitors**
- 11:15 a.m.**                    **Breakout Sessions:**
- "Strategies to Increase Enrollment", Dr. Vanita Nicholas, West LA College
  - "Ch-ch-changes in Today's RE Market", Kevin Hall, Broker & Palomar Teacher
  - "Leveraging Online Learning Solutions", Nancy Dunlop, Dearborn Publishing
- 12:15 p.m.**                    **Break with Exhibitors**
- 12:30 p.m.**                    **Luncheon**  
Speaker: Robert Kleinhenz, PhD., Deputy Chief Economist CAR  
Topic: 2009 Housing Market Outlook
- 2:30 p.m.**                    **Adjourn**

## WHAT'S NEW

### Winter 2009

- **Lois Kadosh**, former 2008 Chair of CAR's Educational Services Advisory Committee has been newly appointed as a board member to the Real Estate Endowment Advisory Committee. Ms. Kadosh replaces Jeanne Garde. Thank you Jeanne.
- Controversial Topic: **ARBITRATION**. Join Harold Justman, Esq., College of San Mateo Instructor & Real Estate Attorney for the San Diego conference morning session as he discusses how agents & brokers are addressing arbitration in real estate transactions.
- **SAVINGS TIP!** With the current decline in construction and energy costs, you may want to check in with your homeowners property insurance carrier to reduce your insurance premium.
- As of 7/1/09, real estate licensee identification numbers **required** on all first point of contact marketing materials & purchase agreements. (Business cards, stationery, property fliers, etc.). See SB 1461.
- The 2009 Real Estate Law Book & CD now available online FREE of charge & in print for purchase (\$25 plus tax) near late Jan. 09. Use DRE Publications Request RE 350 available at [www.dre.ca.gov](http://www.dre.ca.gov) or call DRE Book Order 916-227-0852.
- Interested in joining the Real Estate Endowment Advisory Board? We are looking for real estate instructors who can commit to attend meetings, conferences, and participate in fundraising and advisory activities. Interested in speaking at our conferences? or writing an article for this newsletter? Please send your bio to the Center Director, Michele E. Hagan, J.D., at below address.

## Winter 2009 Real Estate Educators' Conference / San Diego Feb 20, 2009

### Registration

#### Date / Location

Friday, Feb. 20, 2009  
Hilton San Diego Mission Valley  
901 Camino del Rio South  
San Diego, CA 92108  
(619) 543-9000

Name \_\_\_\_\_

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

DRE/OREA /OTHER (CE credit) License # \_\_\_\_\_

#### Registration / Luncheon Fee

Community College & Others—\$50  
Students -\$25 for first 15 reserved /\$45 at door.

**NEW Early Bird Rate:** (\$5 off)  
if Payment postmarked by 2/6/09 \$45  
After 2/6/09 \$50 at door.

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

Address \_\_\_\_\_

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

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

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

Fax \_\_\_\_\_

**Return form with CHECK to: City College of San Francisco** c/o Real Estate Education Center, 88 4th St., Rm. 324  
San Francisco, CA 94103. \*Students must call the Center to reserve \$25 rate. No refunds on cancellations received after 2/6/09.  
Note: Separate check payable to "CCSF" to contribute to Bob Bruss, Lowell Anderson and/or Dennis McKenzie Scholarships.

For special guest room rates on Thursday evening Feb. 19, please call  
1-800-Hiltons or 619-543-9000 & ask for the reduced (catering) rate. On site  
parking available. Publishers/Exhibitors contact Walt Huber 310-827-5578 to  
reserve Exhibitor display space at the Conference. THANK YOU EXHIBITORS!

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**THE  
INFORMER**

Winter 2009

*Register EARLY  
for  
February 20, 2009  
Real Estate  
Conference!!!*