



Volume 28, Issue 16

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

Winter 2008

Dear Real Estate Educator:

Despite the LA fires, our Fall 2007 Real Estate Educators Conference in LA was a huge success with over 125 attendees.

A special THANK YOU to Charlie Krackeler who helped us bring back the continuing education component to our conference. His seminar on risk management was a terrific success with over 50 attendees. Thanks again to CAR Deputy Chief Economist, Robert Kleinhenz for helping us sort out the housing outlook for 2008 and to a new speaker, Steve Sokol, Esq. who discussed real estate in troubled times: foreclosures, short sales, etc. Also, thanks to DRE Education Manager Janice Waddell, CalHFA's Leah Pears, CAR's Carmen Petrinca and the Chancellor's Office Chuck Wiseley for their morning updates. And, to Walt Zozula and OREA's Karen Estampa and Greg Harding for their break out session presentations. For those of you who missed the conference, we have posted Robert's and Steve's materials on the center website www.ccsf.edu/reec go to conferences link.

THANK YOU to Dearborn Publishing for their initial contribution of \$1500 for the Bob Bruss Memorial Scholarship Fund. Bob Bruss will be sorely missed yet his contribution to real estate education will continue. Please see details enclosed regarding the Bruss scholarship application deadline of March 31, 2008 and contribution procedure.

NEED RISK MANAGEMENT CREDIT? Attend our Real Estate Educators Conference at the Hilton Mission Valley San Diego on February 22, 2008 and pay an additional \$10 gets you the full 3 hours Risk Management credit & CE certificate. (See What's New)

Mark your calendars! Real Estate Educators' Conference Winter 2008 Friday, February 22, 2008 at the Hilton Mission Valley San Diego 619-543-9000.

SIGN UP NOW to get the early bird \$5 registration discount when paid registration is received before February 8, 2008! (See page 3 for Conference Agenda & Registration form or on-line at www.ccsf.edu/reec "Conferences" link. Again, we will offer a limited number of Special Student Discount Rate \$20 Conference registration fee to those lucky students who call the Center & reserve ASAP. Otherwise, it's \$40 at the door, so please advise your students.

After our morning updates, Robert Kleinhenz, PhD., Deputy Chief Economist with CAR will give us "2008 Housing Market Outlook". Charlie Krackeler, DRE Sponsor # 2617, will present a Risk Management program and an additional session to get you your full 3 hour CE required credit. NEW Breakout sessions include: "Most Important Cases in 2007" with Harold Justman, Esq., College of San Mateo instructor & real estate expert witness; "Real Estate in Troubled Times: Short Sales, Foreclosures, Bankruptcy & Tax Effects" with Steve Sokol, Esq., former Associate General Counsel of CAR, "Most Important " and "2008 AQB Appraisal Requirements "with OREA's Greg Harding & Karen Estampa.

CREEA members don't forget your 8:15am – 9:00am meeting that morning.
See you in San Diego on February 22, 2008. **INVITE YOUR COLLEAGUES & STUDENTS!**
Sincerely,
Michele E. Hagan, J.D., Director, California Community Colleges Real Estate Education Center

APPRAISAL UPDATE !

OFFICE OF REAL ESTATE APPRAISERS (OREA) wants YOU to Know:

For appraisers currently holding the trainee license (AT), it is important to be aware of the 2008 licensing criteria changes and how they may impact the upgrade of that license to the residential appraisal license (AL). In California, as part of the 2008 licensing criteria implementation process, upgrade applicants must meet all of the new requirements in place if they apply after January 1, 2008. On January 1, 2008, the basic education component for the AT and AL license levels changes from 90 hours to 150 hours. The hours of education submitted with upgrade applications must meet the required core curriculum modules for the AL license level. Applicants who submit upgrade applications after January 1, 2008, must also take the revised examination that will be based on the new educational requirements. The experience requirement of 2,000 hours remains the same; however, all experience must now be completed over a time period of not less than twelve months. Applications for upgrade to the AL license level submitted prior to January 1, 2008, will be reviewed differently. Applicants who have completed the education requirement and who submit their application on or before December 31, 2007, will not be required to comply with the new education requirements even if their application lapses into 2008. If applications for upgrade are submitted during 2007, but the education is not completed in accordance with the pre-2008 requirements prior to January 1, 2008, the education requirement will default to the 2008 criteria.

CLARIFICATION TO THE OREA 2008 REQUIREMENT CHANGES

The Office of Real Estate Appraisers (OREA) will continue to accept and review applications based on the current 2007 requirements through December 31, 2007. However, if an applicant is unable to schedule their examination prior to December 31, 2007, and takes the examination on or after January 1, 2008, they will be taking the new 2008 examination.

Additionally, if an applicant who submits an application in 2007, does not meet the education requirement prior to December 31, 2007, he or she will be required to qualify based on the 2008 requirements. Finally, all applicants must meet all of the minimum qualifications for the level they applied prior to the expiration date of their application. Applications expire one year from receipt. No extensions will be granted.

Any questions, please call **Karen Estampa**
Licensing Analyst/Education Coordinator
Office of Real Estate Appraisers
(916) 552-9033

Department of Real Estate

NEW CE Requirement: Risk Management Continuing Education 3-hour course required by all licensees who renew their licenses on or after July 1, 2007. (See www.leginfo.ca.gov ; www.dre.ca.gov/cerqmts.htm)

NEW "3 Course-Rule" : All applications for agents license received on or after October 1, 2007 are required to complete three real estate courses to include principles, practice and other PRIOR to taking the agents examination. (See full text at [www.http://www.leginfo.ca.gov](http://www.leginfo.ca.gov))

For DRE licensee stats, See http://www.dre.ca.gov/gen_stats_07_08.html. As of October 2007, 149K Brokers & 398K Agents licensed in California, up 7% and 11% respectively from last year.

Real Estate Educators' Conference

Friday, February 22, 2008

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
 - Richard Quintana, Financial Assistance, Chancellors Office
 - Chuck Wiseley, Career & Technical Education, Chancellors Office
 - Carmen Petrinca, CAR, Membership
- 9:45 a.m.** Break with Exhibitors
- 10:00 a.m.** Featured Morning Speaker
Speaker: Robert Kleinhenz, PhD., Deputy Chief Economist CAR
Topic: 2008 Housing Market Outlook
- 11:00 a.m.** Break with Exhibitors
- 11:15 a.m.** Breakout Sessions:
- "Most Important Cases in 2008", College of San Mateo's Harold Justman, Esq.
 - "RE in Troubled Times: Short Sales, Foreclosures, Bankruptcy & Tax Effects", Steven Sokol, Attorney & Former Associate General Counsel of CAR
 - "2008 AQB Appraisal Reqms", OREA's Greg Harding & Karen Estampa
- 12:15 p.m.** Break with Exhibitors
- 12:30 p.m.** Luncheon
Speaker: Charlie Krackeler, DRE Sponsor #2617
Topic: Risk Management (2 hrs CE)
- 2:30 p.m.** Break
- 2:45-3:45** Risk Management Session (Con't) Fee \$10 (for 3hr CE certification)

WHAT'S NEW

Winter 2008

- The Bob Bruss Memorial Scholarship fund has been created to continue his contribution to real estate education. Thanks to Dearborn Publishing for the initial contribution of \$1,500. If you would like to contribute to Bob's fund, please enclose a separate check payable to CCSF with your registration. Thanks for your continued generosity on behalf of the California community colleges' real estate students.
- **NEW CE CREDIT** at RE Educators Conference! GET your 3 Hours of required **Risk Management credit** at the RE Educators Conference in San Diego on February 22, 2008. Topics include legal liability, disclosures and remedies for failure to disclose.
- What's going on in Real Estate Law? Go to "Most Important Cases in 2007" with attorney Harold Justman, Esq. Mr. Justman is an adjunct at the College of San Mateo and a real estate expert witness on the standard of care of agents & brokers.
- Short Sales? Foreclosures? Get tips from RE attorney, arbitrator, mediator & Judge Pro Tem **Steven Sokol** at his breakout session at the RE Educators Conference in SD on February 22, 2008.
- 2007 OREA Licensing Handbook & RE Appraiser Course Provider Handbooks available at http://www.orea.ca.gov/pdf/Lic_Hdbk.pdf and www.orea.ca.gov/pdf/courProv.pdf.
- Help a RE student in need, contribute to the **BETTY LUDEMAN REAL ESTATE SCHOLARSHIP FUND** which awards RE scholarships. Please send a check payable to CCSF with your conference registration. Thank you in advance for your generosity.

Winter 2008 Real Estate Educators' Conference / San Diego Feb 22, 2008

Registration

Date / Location

Friday, Feb 22, 2008
Hilton Mission Valley San Diego
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—\$45/*\$55 CE
(*CE = 3 hr Risk Mgmt certification)
Students -\$20 for first 15 reserved /\$40

Address _____

City/State//Zip _____

NEW Early Bird Rate: (\$5 off)

Payment received by 2/8/08 \$40/*\$50 CE
After 2/8/08 \$45/\$55 CE at door.

Telephone (_____) _____

Maps & directions can be found at:
www.sandiegomissionvalley.hilton.com.

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 \$20 rate. No refunds on cancellations received after 2/15/08.

For special guest room rates on Thursday evening February 21, please call 1-800-Hiltons or call direct at 619-543-9000 and ask for "SWR" rate (15% off). Self & Valet Parking available. From Airport, take taxi or Cloud 9 shuttle at 1-800-974-8885. Publishers/Exhibitors contact Walt Huber 310-827-5578 to reserve Exhibitor display space.

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California Community Colleges
Real Estate Education Center

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**THE
INFORMER**

Winter 2008

***Register EARLY
for
February 22, 2008
Real Estate
Conference!!!***