



THE INFORMER

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Spring 2004

Dear Real Estate Educator:

Mark your calendars! The Center will hold its Spring 2004 Educator's Conference on Friday May 14th at the Radisson Hotel San Francisco Airport (see page 3 for details). At this date we're still finalizing the speakers for the event, but rest assured: You will hear updates from DRE, CAR, CREEA and CCC Chancellor's Office. We will have the luncheon speaker address Bay Area housing trends and have the morning speaker address either recent changes in appraisal regulation or real estate law.

I want to thank all of you for helping to make our last conference in San Diego such a success. We had over 80 attendees that included not only teachers, but members of The National Hispanic Real Estate Professionals, The Professional Realty Institute as well as members of CAR and CREEA.

The Center's new website is up and live at www.ccsf.edu/reec! I'm currently in the process of updating the site so that it includes the appraisal and economic presentations that were given in San Diego, as well as updating the "What's New" section and expanding the helpful links that provide everything from recent economic/RE statistics to scholarship information and forms!

At the time of this writing, we are waiting on only three Study Guide revisions: Economics, Finance and Legal Aspects. We expect to have the revisions back from the authors by the end of April so that they'll be ready for summer school. We've received the new printed copies of Appraisals, Practice, Mortgage Brokering & Lending, Principles and Real Property Management and they're ready to be mailed to you upon written request! We'll also have CD-ROMs for the five current study guides available to you within the next month.

I look forward to seeing you in May!

Sincerely,
Mario Yrun
Director, Real Estate Education Center

D R E

Spring – UPDATE – 2004

	Jan-04	Dec-03	Nov-03	Oct-03
Number of Licenses:				
Broker	114,453	114,047	113,794	113,599
Salesperson	<u>256,338</u>	<u>253,732</u>	<u>251,799</u>	<u>250,290</u>
	370,791	367,779	365,593	363,889
License Exams Administered:				
Broker	1,152	1,155	1,168	1,137
Salesperson	<u>7,393</u>	<u>6,419</u>	<u>10,223</u>	<u>8,011</u>
	8,545	7,574	11,391	9,148
Pass Rates				
Broker	41%	41%	39%	36%
Salesperson	46%	44%	49%	45%
Original Licenses Issued:				
Broker	672	543	489	511
Salesperson	<u>3,315</u>	<u>2,951</u>	<u>2,701</u>	<u>2,883</u>
	3,987	3,494	3,190	3,394
Renewal Licenses Issued:				
Broker	1,689	1,941	1,422	2,004
Salesperson	<u>3,233</u>	<u>2,898</u>	<u>2,408</u>	<u>3,659</u>
	4,922	4,839	3,830	5,663
Percent of Potential Renewals:				
Broker:	78.40%	93.70%	75.20%	100%
Salesperson:	97.30%	74.50%	68.60%	91.30%
C/E Course Sponsors:	233	232	231	231
C/E Courses Approved:	1,003	1,004	987	986
Private Schools:	106	105	104	103
Pre-License Courses:	641	640	633	619

Real Estate Educators' Conference

Friday, May 14th, 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, CAR
 - Charlie Krackeler, President, CREEA
 - Chuck Wiseley, Career & Technical Education, CCCCO
 - Betty Ludeman, Manager, Education & Research, California DRE
- 10:30 a.m.** Break with Exhibitors
- 10:45 a.m.** Speaker: To be announced
Topic: Real Estate Law Update
- 11:45 a.m.** Break with Exhibitors
- 12:00 p.m.** **Luncheon**
Speaker: To be announced
Topic: To be announced
- 1:45 p.m.** **Adjournment**

What's New Spring 2004 Informer

- Since January 2004 the California DRE has revised important information and forms for Real Estate Educators! See http://www.dre.ca.gov/whatsnew_30_60.htm for RE 311A - Approved CE Course Information, RE 314 – CE Offering Renewal Application, RE 329 – Course Guidelines and RE 332 – CE Equivalent Activity Petition Information.
- Don't forget to let your classes know that one of the best on-line real estate glossaries is available straight from the DRE at www.dre.ca.gov/pdf_docs/ref29.pdf
- See <http://www.creia.org/press/index.htm> for great articles regarding the importance of disclosure for home sellers, the use of home inspections to strengthen the buyer's negotiating position, and a clear explanation of the role of the professional home inspector.
- Do any of your students have complaints about an experience they may have had in the home purchase process, but do not know where to start? See <http://www.dre.ca.gov/filecomplaints.htm> to learn exactly what the DRE can and can not do, and what needs to be done to address the complaint.
- In January, median home prices in California were up 20.7% and home sales were up 5.3%! See <http://www.car.org/index.php?id=MzMzNjk> for the full report from CAR.
- Median home prices in California were up 17.9% in Q4 '03 and also up 17.9% in 2003. Home sales posted a 12.1% gain in Q4 '03 and a 5.1% gain in 2003. See <http://www.car.org/index.php?id=Mw> for the full report.
- Read how Robert Kleinhenz, Deputy Chief Economist at CAR, summarizes the 2003 California housing market in his paper "2003 Finishes on a High Note" <http://www.car.org/index.php?id=MzMzNzI=>

Real Estate Educators' Conference / San Francisco

Registration

Date / Location

Friday, May 14th, 2004
Radisson Hotel San Francisco Airport
5000 Sierra Point Parkway
Brisbane, CA 94005
(415) 467-4400

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/brisbaneca_airport

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.**

Rooms set aside for instructors & publishers call: **Rola Hawawini**
for reservations. Catering Manager: **Rola Hawawini** at (650) 745-1502.
For more Hotel Information: http://www.radisson.com/brisbaneca_airport

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Real Estate Education Center**

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