Dear Real Estate Educator:

The California Community Colleges Real Estate Education Center exists to serve all of the community colleges in California by providing instructional support and services to instructors of Real Estate. It produces Real Estate Instructor and Student guides on most of the Real Estate subjects taught at community colleges statewide. In addition, the Center offers three Real Estate Education Conferences for Real Estate Educators in California. **Mark your calendars for the San Francisco Bay Area Real Estate Educators Conference planned for Friday, April 20, 2012 at the Hilton Oakland Airport.** The Advisory Board meets the Thursday preceding at the San Francisco at the City College Downtown campus.

Happy Ground Hog day and welcome back to the classroom. Thank you for attending the Fall 2011 Real Estate Educators Conference in Los Angeles in October. The presentations by C.A.R.’s Deputy Chief Economist Robert Kleinhenz ‘2012 Housing Outlook’ are at our website: [http://www.ccsf.edu/reec](http://www.ccsf.edu/reec) (go to “CONFERENCES” tab). This event was filmed by our own California Community College (CCC) Media services located at Palomar College. You can reexperience the entire conference from these excellent videos. An internet browser is your only requirement.

**The Winter 2012 Real Estate Educators’ Conference will be held on Friday, February 24, 2012 at the Hilton San Diego Mission Valley, 901 Camino del Rio South, San Diego, CA 92108 (619) 682-3947.** To reserve a guest room at a reduced pre-tax rate of $109, per night see the information on page 4 of this newsletter. To register for the conference, please see the enclosed registration form and Agenda. Email us to let us know to expect you.

**REGISTER NOW!** Get a discounted registration fee of $45 ($5 off the $50 registration fee) when registration is postmarked on or **before February 18, 2012, otherwise, registration is $50 at the door**! Students are encouraged to join us and may attend at a reduced registration fee of $25 when they contact the Center’s Assistant, Craig Easley, at CEasley@ccsf.edu to reserve ASAP. Otherwise, it’s $50 at the door, so please advise your students.

We have an exciting conference planned with updates from the Department of Real Estate, Community Chancellor’s Office, and the California Association of Realtors ®. Joining us for the first time will be Lily Leung, Real Estate reporter for The San Diego Union - Tribune bringing us her perspective on the San Diego housing market. Frank Riley, Field Office Director, HUD San Diego Region will update us at noon on HUD developments and market experience in his area.

Please get the word out! Real Estate applications are available for both Real Estate Endowment and C.A.R. ® scholarships. Qualifications and applications are available at [www.ccsf.edu/reec](http://www.ccsf.edu/reec) (go to “SCHOLARSHIP INFO” tab). Please encourage your real estate students to apply! In addition to these scholarships, your students can also apply for the Dennis McKenzie scholarship. Included in this newsletter is a scholarship “Center Fold” suitable for including in your syllabus or posting on your instructor website.

CREEA members do not forget your 8:30am – 9:00am meeting with President Mary Ellen Brady. She has a pleasant surprise in store for the membership. Yours truly, Carol A. Jensen, Director, California Community Colleges Real Estate Education Center
Real Estate Education News You Can Use

Statewide Community College Demographic Statistics of Interest
From the Community College Chancellor’s Office Data Mart
75 Colleges Reporting Real Estate Program Enrollments for Spring 2011

<table>
<thead>
<tr>
<th>Enrollments</th>
<th>Retained</th>
<th>Retention Rate</th>
</tr>
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<tbody>
<tr>
<td>14,951</td>
<td>12,470</td>
<td>83.41%</td>
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New Instructor Guides

We have updated five of our most popular instructor and student study guides. Here are the newest and recently revised guides. Instructions for downloading Adobe pdf version of these Instructor guides are below. Thanks for your patience!

- Real Estate Principles
- Real Estate Property Management
- Real Estate Finance
- Real Estate Mortgage Loan Brokering and Lending
- Legal Aspects of Real Estate

In addition, we have a brand new guide: REAL ESTATE CALCULATIONS USING HANDHELD CALCULATORS. It is a brief 40-page booklet useful in Real Estate Finance; Mortgage Loan Brokering and Lending; Principles; Practice or any real estate topic. All three popular hand-held calculators are explained: HP 121c, TI BA II+, and Real Estate Qualifier. Detailed keystroke solutions provided to typical real estate mathematics problems.

PowerPoint Presentations to accompany the Instructor Guides are also in development. Look for them here as they become available.

Remember, the Common Interest Developments Instructor and Student Study Guides are in stock. If you are a California Community College Instructor of Real Estate and plan to teach this course, email Craig Easley at CEasley@ccsf.edu for a complimentary copy of the both Instructor and Student guides. When you see how well written and prepared it is, you will want your bookstore to order for students!

Continuing Education

Community colleges wishing to expand their curriculum should consider reaching out to their pre-license alumni working as real estate agents to fulfill their Department of Real Estate 45-hour continuing education requirements. Two courses are offered bundled together. One is an 8-hour survey course entitled: AGENCY, ETHICS, FAIR HOUSING, RISK MANAGEMENT, and TRUST FUNDS SURVEY. The other is a 37-hour consumer protection course entitled: INCREASING SALES THROUGH FINANCING AND PROTECTION OF AGENT AND CLIENT. Together they offer a live, in classroom course that will bring your alumni back. All community colleges may offer these courses under the auspices of the Real Estate Education Center (Sponsor #: 0170). The curriculum is already prepared and available to you at no charge. You teach the class, the Center keeps the records. All regularly vetted community college real estate instructors are qualified to teach the course. Contact this office for more information and a free file sent via the internet containing everything you need to successfully offer the courses.

First Time Homebuyer Education

Recent discussions with HUD approved educational providers find our free instructor portfolio entitled, “Financial Sense to White Picket Fence” attractive consumer protection education. Los Positas College, Livermore, Alameda County has teamed with the local Tri-Valley Housing Opportunity Center to provide the class room educational component of the first-time homebuyer certification. Los Positas provides the education. Tri-Valley provides the one-on-one counseling. The “Financial Sense” curriculum was specifically designed to meet HUD educational content requirements. Here is yet another way in which you can secure teaching opportunities for your faculty in this time of community college educational budget cuts.
Announces 2011-12 Real Estate Endowment Fund

Scholarship Awards Of Up To $800*

QUALIFICATIONS:
Real Estate Education Majors Only

Applicants must complete 6 units (or the quarter equivalent) of Real Estate classes for each semester/quarter funded.

Applicants must demonstrate minimum 2.0 cumulative G.P.A. for all college courses; have financial need or meet income criteria.

Additional information and applications are available at the Financial Aid/Scholarship Office or from the Real Estate Education Coordinator at your community college.

www.cccoo.edu/real_estate
www.ccsf.edu/reec

Application Deadline: March 15, 2012

*per academic year for eligible students

Funding is limited. Submit applications early

Made possible by the California Department of Real Estate
The California Association of Realtors offers two (2) scholarship opportunities: the C.A.R. Scholarship Foundation and the C.A.R. Educational Foundation. Please keep in mind that the Scholarship Foundation gives Scholarships three times a year during every C.A.R. Board of Directors Meeting. The Scholarship Trustees give away about a dozen or so scholarships during each meeting depending on the number of qualified applicants and the maximum budget.

The C.A.R. Education Foundation gives grants away during every Fall C.A.R. Board of Directors’ meeting each year and has a yearly deadline of August 1st.

C.A.R. Scholarship Foundation:

The C.A.R. Scholarship Foundation was established in 1948. The C.A.R. Scholarship Foundation awards scholarships three times a year in the Winter, Spring and Fall of each year to students enrolled at a California College or University for professions which are centered on, or support a career in real estate transactional

Awards by the C.A.R. Scholarship Foundation are up to:

- $4,000--awarded to students of four-year colleges/universities
- $2,000--awarded to students of two-year colleges

Student's Eligibility for a Scholarship Award require:

- Must have a serious commitment to a real estate career
- Must be currently enrolled in a two or four year college in California
- Must be enrolled at the time of application in a minimum of six units. At least one course must be Real Estate or Real Estate related
- Must have completed a minimum of twelve college level course units within the last four years. At least two courses must have been Real Estate or Real Estate related studies
- Students must have maintained a cumulative grade point average of 2.6 or higher from all college/universities attended

**Next Application Deadline: April 2, 2012


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C.A.R. Educational Foundation:

Applications are now being accepted for the C.A.R. Education Foundation. The next deadline is August 1, 2012. Starting in 2011 grants will be distributed during our Fall Business Meeting only. Our next Fall Meeting will be in Anaheim on Friday, October 5, 2012.

Applicant Information, those eligible for consideration to receive grants shall be either:

- Students attending a California college or university who complete a real estate-related course
- REALTORS® who complete advanced professional designation courses such as GRI, SRES®, and other designations, after the designation is attained. (Note: All designations must be either NAR-approved, or C.A.R. certification courses taken within the last calendar year.)

Questions regarding the C.A.R. Education Foundation, please call Lynette Flores @ 213-739-8243 or email, lynettef@car.org

~ Honoring all Real Estate Scholarship Recipients ~

8 am: Registration & Continental Breakfast (Thank You Exhibitors)

8:30-9am: CREEA meeting (Join President, Mary Ellen Brady, at her table)

9:00am: Morning Update Session
Carol Jensen, Director CCC Real Estate Education Center
Shelly Harkins, DRE Manager of Education, Research & Examination Programs
Chuck Wiseley, Chancellor’s Office, and Career & Technical Education
Adriana Guerrero, Membership Development and Community Relations Manager, CAR®

10.00 am: Break with Exhibitors

10:15 am: Featured morning speaker: Lily Leung, The San Diego Union - Tribune
Topic: “Real Estate Reporting from San Diego”

11:15 am: Break with Exhibitors

11:30 am: Breakout Sessions
- New Offering Opportunities for Educators: Instructor Guides, PowerPoint Presentations, Financial Sense to White Picket Fence Instructor Guide and Licensee 45-hr Continuing Education Courses
- Appraisal Course Certification through the Office of Real Estate Appraisers – Leo Bello, CCSF

12:15am: Break with Exhibitors

12:30pm: Lunch & Speaker: Frank Riley, Field Office Director, HUD San Diego Region
Topic: “The HUD Housing Market Experience.”

2:30pm: Adjourn

WHAT’S NEW
Winter 2012

- JOIN US ON FACEBOOK! The Real Estate Education Center now has its own Facebook and Twitter pages. Get the latest updates from the Center and from subscribing real estate educators and publishers. Go to https://www.facebook.com and search for CaliforniaCommunityCollegeRealEstateEducationCntr. We know you will “like” the social media experience.

- Favorite real estate economist, Robert Kleinhenz PhD has accepted a new position as Chief Economist at the Los Angeles Economic Development Corporation (LAEDC). We wish him every success in his new position.

- H.E.L.P is on the way, that is the nonprofit “Homeownership Education Learning Program.” Chris Sorenson, Founder, will join us at our San Diego Conference for an autograph party of the book, “Financial Sense to White Picket Fence.” Books will be for sale at the conference. FREE instructor guides for community college instructors desiring to incorporate financial literacy into their curriculum or community / contract education will be available.
Winter 2012 Real Estate Educators’ Conference / San Diego February 24, 2012

Registration
Date / Location
Friday, February 24, 2012
Hilton San Diego Mission Valley
901 Camino del Rio South
San Diego, CA 92108
(619) 682-3947 or 1-800-Hiltons

Registration / Luncheon Fee
Community College & Others—$50
* Students -$25 by reservation/$50 at door.

Early Bird Rate: ($5 off)
if Payment postmarked by 02/17/2012 $45
After 02/17/2012 $50 at door. Please
Email us that you are coming

Maps & directions can be found at:

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 or email the Center to reserve $25 rate. No refunds on cancellations received
after 02/17/12. Note: Separate check payable to “CCSF” to contribute to Bob Bruss, and/or Dennis McKenzie Scholarships.

Name___________________________________________________________
College / Company__________________________________________________
DRE/OREA /OTHER (CE credit) License # _____________________________

Address___________________________________________________________
City/State/Zip_______________________________________________________
Telephone (______) _________________________________________________
E-mail address ______________________________________________________

Scholarship Donation: $_________ Bruss $_________ McKenzie

For special guest room rates on Thursday evening February 23, please contact
Judy Pratt, director of Hilton Mission Valley Conference Services at email:
Judy.Pratt@Hilton.com Ask for the reduced rate: code “CCCR.” Credit card
information will be requested. Onsite parking available for only $8.00. No free
airport shuttle. Publishers/Exhibitors contact Walt Huber at email:
Whuber@glendale.edu to reserve Exhibitor display space.

California Community Colleges
Real Estate Education Center
88 Fourth Street, Room 324
San Francisco CA 94103
Telephone: (415) 267-6550
Fax: (415) 267-6518
Web Site: www.ccsf.edu/reece

THE INFORMER
Winter 2012

Register NOW
for
February 24, 2012
Real Estate
Conference!!!