

REAL ESTATE BULLETIN

Official Publication of the California Division of Real Estate

GOODWIN J. KNIGHT, Governor

Sacramento, January, 1957

D. D. WATSON, Commissioner

Real Estate Education and Research

State Legislator Describes Progress of Program at U. C. and State Colleges

By SENATOR ARTHUR H. BREED, JR.

Real estate problems have moved to the center of national interest as a result of our increasing population and the rapid development of urban and suburban lands. Over 63 percent of the Nation's total wealth is in the form of real estate. In California, the problems and opportunity in this rapidly expanding segment of the national wealth have greatly exceeded even the Nation's average.

The State Legislature in 1950 recognized the opportunities for service to the public and the overwhelming need for organized real estate education and research. Consequently, with the support and urging of the leaders of the California real estate industry, it established an Institute of Real Estate at the University of California on a three-year trial basis. This program was renewed in 1953. In view of initial successes, the 1956 Budget Session of the Legislature expanded the scope of the program by creating a new fund for real estate research and education. The fund is available for aid at the University of California, state colleges and junior colleges.

University Projects

At the university, a state-wide program of real estate research and education, set up under the original fund, carries on its work through the facilities of the real estate research program, the university extension—real estate certificate program, and courses offered in the undergraduate and graduate schools of business administration. The president of the university and an advisory committee composed principally of representatives of the real estate industry guide the planning of the over-all programs. Readers of this article can gain an understanding of the scope of the program through the following brief description of early projects.

RENEWABLE LICENSES TO GO ON FOUR-YEAR BASIS AS OF JULY 1, 1957

All renewal licenses go on a four-year basis, effective July 1, 1957.

License fees will be \$50 for brokers and \$30 for salesmen, when they renew their present licenses for a four-year period.

After July 1, 1957, staggered renewal dates will be adopted and the license fee will be apportioned to cover the various license periods.

Those due to renew their license on July 1, 1957, will be divided into alphabetical groups to determine the length of license period and corresponding amount of license fee.

As a case in point, Mr. Zurbo will probably renew for a four-year period, whereas Mr. Aaron will first renew for a six-month period and thereafter for the full four years.

Renewal forms will be mailed to all those affected on or about June 1, 1957. This form will set out the period for which the individual is to renew and the amount of the fee.

Research in Real Estate

One of the first tasks accomplished by the real estate research program was the compilation of an inventory of research and a bibliography of selected publications in the field of real

(Cont. on Page 283, Col. 1)

Directory of Licensees

Substitute Service Will Be Proposed Using New System

Annual publication by the Real Estate Commissioner of a Directory of Licensees will no longer be mandatory if a proposed amendment to the license law is passed by the 1957 Legislature. Instead the commissioner will be authorized to provide such substitute service as will accomplish the original purpose of the directory.

With four-year licenses going into effect, it would be extremely difficult and expensive to publish a directory

1956-57 DIRECTORY

The 1956-57 Directory has encountered printing delays, but will be distributed to those who ordered it prior to November 1, 1956, just as soon as it is received from the printer.

of licensees in its present form. A new type of punched-card system is being installed in the division to handle the mechanics of four-year licensing and, with this new equipment, it is believed an up-to-date and more reliable service can be put into effect.

The commissioner is giving careful consideration to several methods or systems which might be used and is consulting with the real estate industry to find out just what services would be to its best advantage.

Another reason for the proposed legislation is the cost of publishing and distributing the one-volume directory. Then, too, each month there are thousands of changes made in license status, names and addresses. These continuous changes make an annual directory out of date in many respects practically at its publication.

Sacramento, January, 1957

Published Bimonthly by the
DIVISION OF REAL ESTATE

STATE OF CALIFORNIA
GOODWIN J. KNIGHT, Governor

D. D. WATSON
Real Estate Commissioner

STATE REAL ESTATE COMMISSION

MAURICE G. READ THOMAS R. ROONEY
Berkeley Los Angeles
FRANK WHITELOCK CURTIS M. ROBBINS
San Bernardino Stockton
EDWARD M. LOFTUS
Los Angeles

ADMINISTRATORS

DONALD McCLURE, Assistant Commissioner
1182 Market Street, San Francisco
GAYLORD K. NYE, Chief Deputy, Northern Cal.
1182 Market Street, San Francisco
RAY D. WESTCOTT, Chief Deputy, Southern Cal.
Room 310, 541 South Spring Street, Los Angeles

PRINCIPAL OFFICE—LICENSES

1021 O Street, Sacramento
HAROLD H. WELLS, License Supervising Deputy

Northern District Offices

SAN FRANCISCO, Room 204, 1182 Market Street
Saxon A. Lewis, Supervising Deputy
SACRAMENTO, 1021 O Street
James M. Winter, Deputy-in-Charge (Sacramento District)
FRESNO, 308 Rowell Building
John S. McVay, Deputy-in-Charge
OAKLAND, Room 304, 1744 Broadway
Marvin H. Wiegman, Deputy-in-Charge
BAKERSFIELD (part time), 331 18th Street

Southern District Offices

LOS ANGELES (Main Office, Southern Area)
Rm. 310, Spring Arcade Building, 541 S. Spring
M. R. Griffin, Supervising Deputy
SAN DIEGO, 613 Orpheum Theatre Building
John Lazur, Deputy-in-Charge
SAN BERNARDINO (part time), 633 D Street
LONG BEACH (part time), 3747 Long Beach Blvd.

DISCIPLINARY ACTION—OCTOBER AND NOVEMBER, 1956

NOTE: Any person whose license has been suspended or revoked, or whose license application has been denied, has the right to seek a court review. This must usually be done within 30 days after the effective date of the commissioner's decision.

Therefore a list of actions is not published in this *Bulletin* until the period allowed for court appeal has expired; or, if an appeal is taken, until a final determination of the court action. Names of persons to whom licenses are denied upon application or to whom a restricted license is granted after suspension or revocation are not published.

LICENSES REVOKED DURING OCTOBER AND NOVEMBER, 1956

Name	Address	Effective date	Violation
Clarke, James Raymond Real Estate Salesman	Box 12, Anaheim	10/ 2/56	Sec. 10177 (b)
Jester, Verne David Real Estate Broker	3809 Riverside Dr., Burbank	10/ 5/56	Sec. 10177 (d), (f)
Thrift, Wayne Guy Real Estate Salesman	6272 Yucca, Hollywood	10/10/56	Sec. 10177 (b), (f)
Leaver, Richard Theodore dba Sunset Lot Specialties Real Estate Broker	3726 Sunset Blvd., Los Angeles	10/13/56	Secs. 10137; 10176 (a), (b), (c), (d), (g), (i); 10177 (d), (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Davis, Boyd Allen dba Gold Certificate Properties dba Lots of Lots Real Estate Broker	13025 Ventura Blvd., Studio City	10/13/56	Secs. 10137; 10176 (a), (b), (c), (d), (g), (i); 10177 (d), (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Davis, Hugh Smith Real Estate Broker	13025 Ventura Blvd., Studio City	10/13/56	Secs. 10137; 10176 (a), (b), (c), (d), (g), (i); 10177 (d), (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Smith, Dona Lee Real Estate Salesman	4934 Doman St., Tarzana	10/13/56	Secs. 10137; 10176 (a), (b), (c), (d), (g), (i); 10177 (d), (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Gibson, James Henry Real Estate Salesman	3726 Sunset Blvd., Los Angeles	10/13/56	Secs. 10137; 10176 (a), (b), (c), (d), (g), (i); 10177 (f)
Ball, Archie Maurice Real Estate Broker	3916 Second Ave., Los Angeles	10/23/56	Secs. 10176 (e), (i) & 10177 (d), (f)
Decker, Howard Reynold Real Estate Broker Business Opportunity Broker	1075 San Miguel Rd., Concord	10/24/56	Secs. 10177 (b), (f) & 10302 (b), (e)
Menzel, Elford Herbert Real Estate Salesman	1601 Second St., San Rafael	10/26/56	Sec. 10177 (b), (f)
Grady, Donald Justinian Real Estate Broker	3504 22d St., San Francisco	10/30/56	Secs. 10176 (e), (i); 10177 (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Husack, George Joseph dba Life Investment Co. Real Estate Broker	3239 Mission St., San Francisco	11/17/56	Secs. 10176 (e), (i); 10177 (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
King, Theodore Patton Real Estate Salesman	202 E. 139th St., Los Angeles	11/27/56	Sec. 10177 (b), (f)
Clark, Walter Dana Real Estate Broker	2142 Fremont Extension, Monterey	11/27/56	Secs. 10176 (e), (i); 10177 (f) & Secs. 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations

LICENSES SUSPENDED DURING OCTOBER AND NOVEMBER, 1956

Name	Address	Effective date and term	Violation
Ronistal, Katherine Lincoln Real Estate Salesman	537 Redondo, Long Beach	10/ 2/56 15 days	Secs. 10176 (e), (i) & 10177 (f)
McCabe, Orin A. Real Estate Broker Business Opportunity Broker	1302 Wishon Ave., Fresno	10/16/56 90 days	Secs. 10160; 10162; 10164; 10165; 10176 (a), (b), (i); 10177 (f), (d); 10283; 10285; 10287; 10288; 10302 (d), (e) & Sec. 2771 of R. E. Comm. Rules and Regulations
Bell, George dba Bell Investment Co. Real Estate Broker Business Opportunity Broker	1435 S. Hawthorne Blvd., Hawthorne	10/19/56 90 days	Secs. 10176 (a), (i); 10177 (f) & 10302 (e)
Beebe, Clare P. Real Estate Broker	7012 Hemlock St., Oakland	10/30/56 30 days	Secs. 10160; 10164; 10176 (e), (i); 10177 (d), (f) & Secs. 2771, 2830, 2831 & 2832 of R. E. Comm. Rules and Regulations
Sneed, Lola Alice dba Magi Realty Restricted Real Estate Broker	3818 Market St., Oakland	11/21/56 45 days	Sec. 10156.6
Aney, Dorothy Maud Real Estate Salesman	1021 W. Santa Barbara, Los Angeles	11/27/56 60 days	Secs. 10176 (a), (i) & 10177 (f)
Hartman, Nathalie Irene Real Estate Salesman	1021 W. Santa Barbara, Los Angeles	11/27/56 30 days	Secs. 10176 (a), (i) & 10177 (f)

Strengthened License Laws

Higher standards for granting licenses, improved enforcement and stronger license laws were called for in recent state real estate conventions.

Seven state groups meeting at their annual conventions took positions on these matters. Representative of these groups was Mississippi where bonding of brokers and salesmen was favored.

Establishment of examinations "reflecting a much greater knowledge of the real estate business" was called for by the Michigan group. A similar desire motivated an Oklahoma convention when they asked that an applicant for a broker's license "be required satisfactorily to demonstrate the knowledge and ability" necessary to enable him to represent competently and fairly both buyer and seller.

Commissioner's Forum

We have received many questions which have to do with the commissioner's rules and regulations. The Real Estate Law provides that the commissioner may adopt rules and regulations where and when necessary to clarify or to carry out the intent of the law. These cannot be discriminatory, and cannot add new requirements except as indicated in the law itself.

As previously stated, the commissioner has no way of measuring the value of these questions and answers to you unless you let him know. If they are informative and of interest to you, he is glad to continue them, otherwise the space would be devoted to other material. Drop a line to the Editor, Real Estate Bulletin, 1021 O Street, Sacramento 14. Let him have your comments or specific questions appropriate for use here.

Q. Why is it necessary for the commissioner to adopt rules and regulations?

A. Largely for clarification of the law, so that those affected will know what is expected of them. In many cases, the law is broad in its provisions, and it is necessary for the commissioner to provide further details as to how it applies in specific circumstances.

Q. Can the commissioner adopt as many rules and regulations as he chooses, and as often as he wishes?

A. The law does not limit the number of rules and regulations which may be adopted. However, a regulation is adopted only when necessary for clarification of the law. If this is necessary, the commissioner submits the proposed regulation to the Attorney General, who rules on its legality. At least 30 days prior to its adoption, he must submit the proposed regulation to the members of the State Real Estate Commission and advertise it in a newspaper of general circulation. When this is done, it is filed with the Secretary of State and becomes effective 30 days thereafter.

Q. Under what conditions are rules and regulations usually adopted?

A. Usually when there are amendments to the law and policies or procedures must be established for its enforcement. For instance, when the Escrow Law was enacted, it was necessary to spell out how far a real estate broker could go in holding escrows, and under what conditions. When the Real Estate Loan Brokerage Law was enacted, other rules were found to be necessary.

Q. Salesmen who plan to work for me have issuance of their licenses delayed because of the fingerprint requirements. Can't

the commissioner waive these when they are to work for an old established broker?

A. No. Rule 2711 requires that fingerprints be taken of every license applicant, and that no license be issued until the fingerprints are on file. As a matter of policy, the commissioner will issue no license (except limited real estate salesman licenses) until he has received a report on the fingerprints. Ordinarily this takes 10 days to three weeks.

Q. Who checks the fingerprints of applicants for the Real Estate Commissioner?

A. All fingerprint cards as a matter of routine are sent to the Bureau of Criminal Identification at Sacramento. This is a branch of the State Department of Justice. Fingerprint experts classify the prints and check to see if any criminal record is involved. A report is then made to the commissioner.

Q. If the applicant has an out-of-state record, do the fingerprints show this up?

A. Yes. The B. C. I. records are very complete and contain data received from points throughout the Country. Applicants are sometimes surprised when the commissioner learns about some criminal offense which dates back many years and occurred in some eastern state.

Q. After filing application for license, I was requested to visit the commissioner's office and be interviewed concerning my application. Can the commissioner require this?

A. Yes. Rule 2712 permits the commissioner or his deputies to call in applicants. Usually this is done when a criminal record of some kind is revealed by the fingerprint check.

Q. I hold an inactive broker license and am told I must keep the commissioner informed of my address. Why?

A. For the purpose of furnishing official notices, sending the bimonthly *Bulletin*, etc.

Q. I have been using a fictitious name on my office sign and letterheads, and have been told by a deputy that I must immediately secure a new license showing this fictitious name. What is his authority?

A. It is important that the commissioner know what fictitious names are being used, so that he can trace inquiries and complaints to the licensed broker. Therefore, Section 2730.5 requires that one must be licensed under the name in which he conducts the business.

Q. Can only an individual broker have a fictitious name?

A. No. These will be issued to co-partnerships and corporations as well.

Q. May I apply for and secure more than one fictitious name? I want to use a different one at my branch office in another town.

A. No. Only one fictitious name will be issued for a particular license. However, individuals, partnerships and corporations may hold multiple main office licenses and thus secure the use of more than one fictitious name. They pay the usual fee for each such main office license.

Q. One of my salesmen owns the lot and building in which my office is located. I want to make him my partner, but he cannot qualify for broker license, due to lack of experience. Why can't a salesman become a partner?

A. For the simple reason that under the license law a salesman has the status of an employee, and his employing broker may be responsible for his acts. Therefore, it would be incongruous for the employee to also be a partner. Rule 2732 prohibits it.

Q. I applied for a fictitious name under my individual license to do business as "Smith and Robinson." This was denied. Why?

A. Because the name implies a partnership, when one does not exist. In rare cases these will be granted, as when a partner has died and the partnership name has developed advertising value over the years.

Q. Am I entitled to apply for any fictitious name I wish to choose?

A. Yes, with some exceptions. The fictitious name cannot include the

(Cont. Col. 3, Page 280)

Policy in Cases of Negligence or Incompetence

Strengthened Law Points Up Responsibilities of Brokers and Salesmen

In 1955 sections were added to the Real Estate Law which provide that the license of any person may be suspended or revoked when that person has "demonstrated negligence or incompetence in performing any act for which he is required to hold a license." "Negligence" and "incompetence" are very broad terms and the commissioner is often asked as to his policy in the application of these causes for disciplinary action.

The commissioner's policy is that no formal action will be taken unless it can be shown that the broker or salesman has demonstrated gross ignorance of real estate laws and practices in transacting business for a client, or has demonstrated he has wilfully neglected the client's business thus subjecting his client to possible damage.

At every opportunity the public has been advised by the Real Estate Commissioner that, in his opinion, real estate transactions are best handled through real estate brokers and salesmen. The person who retains a broker to sell his property expects to pay a substantial fee and he has been led to believe and has the right to expect that the broker is competent to handle the transaction entrusted to him.

Some Transactions Uncomplicated

Some real estate transactions are fairly simple and uncomplicated, and the broker or salesman may, aside from making the sale, only draw up an authorization to sell and deposit receipt. While these are legal documents—contracts—they are considered tools of the trade which the broker has the right to use. But the law provides (and the industry seems to favor the law's provision) that a licensee should know how to draw these instruments properly with terms and conditions clearly set forth to protect the interests of all concerned.

If, for example, a deposit receipt is improperly filled out causing anxiety and monetary loss for client or customer, it seems a fair assumption that the licensee involved could reasonably expect to be subject to investigation. Not only does the client or customer suffer because of the broker's inability, but oftentimes public respect for and confidence in the whole body

of licensees and the Real Estate Law is involved.

More Complicated Transactions

Let us consider the broker or salesman who is perfectly capable of handling the simpler types of transactions, but who finds himself involved in a very large or complicated transaction, possibly a trade or a difficult lease. Such a broker or salesman is expected to recognize when to call in a specialist to assist him in phases with which he might be unfamiliar or for which he is not professionally equipped.

A broker has a right to handle any real estate transaction and any member of the public seeking assistance in a real estate transaction should logically look to a broker for that help. But, in involved transactions, if the broker employed does not have all the ability, knowledge and experience that might be needed in some elements of the transaction, then the broker should not let his lack of ability or knowledge harm his client. He should call in the attorney for necessary legal advice, the tax specialist when that element looms important, and so on.

Specialized Assistance

No broker need be ashamed to call for needed specialized assistance—in fact it is his duty to do so. Most professional men call on others for assistance. For example, a person may have the utmost faith in his family physician and that faith may be justified. Nevertheless, when a complicated or unusual condition occurs, the family physician will not hesitate to call in the needed technical and specialized help he needs from the ranks of his profession.

An attorney does the same thing. When his client is involved in a situation which demands specialized advice, the attorney will bring in an

associate counsel or, in a real estate matter, possibly a real estate broker on behalf of his client to assist with some particular phase of the case.

Thus, the broker who gets beyond his depth in a complicated transaction which he is handling for a client is wise to seek assistance when the occasion warrants.

Policy Defined

As a matter of policy, the Real Estate Commissioner is not going to attempt to penalize brokers or salesmen for what might be termed technical violations. Nor is he going to make a narrow and overcritical interpretation of licensees' responsibility to act competently and without negligence. As in all trades, professions and industries, brokers and salesmen learn by experience and education and all licensees, in the commissioner's estimation, have the right to better themselves, improve their earnings and sharpen their skills and qualifications without constant fear of doing something that would jeopardize their licenses.

However, when it appears a broker or salesman is guilty of flagrant negligence or out and out incompetence, the commissioner is duty-bound to investigate the case. If a hearing is warranted and the independent hearing officer advises the commissioner that gross negligence or flagrant incompetency has been displayed, disciplinary action could follow. The real estate industry which sponsored this legislation quite clearly was motivated by the thought that the entire body of licensees and the public would benefit as those who demonstrate they are not competent to handle a real estate transaction properly are eliminated from the ranks of licensees.

Commissioner's Forum

(Cont. from preceding page)

name of the salesman. It cannot be contrary to public welfare, misleading, or infer something which may not be true. For instance, some years ago the commissioner denied the use of a fictitious name "Palm Springs Liquidators." (He didn't feel that the licensee was going to liquidate the city.) This is covered by Rule 2734.

WILLIAM J. DAVIS**In Memoriam**

William J. Davis, 60, member of the State Real Estate Commission, one of the founders and past president of the former Real Estate Association of San Francisco and active in national, state and local real estate affairs, died December 14th at Letterman Army Hospital in San Francisco. He left his widow, Ruth A. Davis and a sister, Agnes E. Thrasher.

Appointed to the State Real Estate Commission in July, 1954, by Governor Goodwin J. Knight, he gave liberally of his time during his tenure of service toward the betterment of the real estate industry and its service to the public.

Active in real estate since 1923, Mr. Davis was owner and operator of two real estate offices in San Francisco. One of the founders of the Multiple Listing Service of San Francisco, he was its president in 1951. He also served as Chairman of both the Professional Conduct Committee of Multiple Listing Service of San Francisco and of the Ethics and Professional Practices Committee of the San Francisco Real Estate Board.

Known as a great civic leader, he was active in both national and state Republican political activities. He was a veteran of World War I and attained the rank of captain before leaving the Army.

William J. Davis's vast experience in many phases of the real estate industry enabled him to make great contributions to the advancement of the interests of the public and of his chosen profession.

His loss as a counselor will be mourned and an expression of appreciation for his valued contributions to the real estate profession and to his community is hereby given.

State Agency Reports On Population Changes

Interesting figures concerning California's population growth were reported by the State Department of Finance recently for the period between July 1, 1955, through July 1, 1956.

Total population change for the entire State was estimated at 4.2 percent increase, with a grand total of 13,600,000 persons as of July 1, 1956. The 10 leading counties which experienced the greatest growth were Orange, Tuolumne, Santa Clara, Monterey, Marin, San Mateo, Riverside, San Bernardino, San Diego and Shasta Counties in that order.

During the period in the report, from July 1, 1955, through July 1, 1956, the largest percentage increase was reported for Orange County whose population increased from 350,900 to 414,200 or an 18 percent change.

Research technicians at the California Department of Finance estimate that a new California resident is added to the State's population

every 55 seconds. This estimate is the result of one birth every 1.6 minutes, one death every 4.5 minutes, and one person gained through migration every 1.5 minutes.

California's upward surge in population means continued increase in the number of households, averaging probably 150,000 to 155,000 annually between now and 1970. At the time of the 1950 census there were 3,336,000 households reported in this State. A preliminary estimate for July, 1956, shows 4,250,000, an increase of about 900,000 in 6¼ years. During that period California built about 16 percent of the Nation's residential units and has accounted for approximately 16 percent of the Nation's increase in households. By 1965 approximately 5,500,000 households are expected with a population in excess of 17,000,000.

A shift in the type of households formed can be expected in the next 15 years. While the number of households in the Nation increased 12 percent between 1950 and 1956, the number of married couples increased only

Members of Committees Serve Without Pay

During the past year, top committees in the fields of real estate, subdividing, home building, and education have conferred with the Real Estate Commissioner and made important recommendations of policies in real estate matters.

Their efforts and considerable time devoted to this work was without compensation. By law, only the actual traveling expenses of members of the State Real Estate Commission can be reimbursed. The other committees on subdivision, education and home building receive no reimbursement although travel and other expenses are incurred by the committee members personally.

Analogous with wartime "dollar-a-year" men, these committee members' only reward can be the knowledge that their contributions have been of great service to their fellow Californians. Sincere thanks is hereby expressed to the many people on these committees who have assisted the Real Estate Commissioner. It is most gratifying to the commissioner to note that a spirit of enthusiastic cooperation exists among licensees in their mutual efforts to improve the knowledge and the ability of those engaged in the real estate industry.

6 percent. Single person households showed the largest percentage gains with the number of males living in one-person households jumping 20 percent and the number of females living alone went up 39 percent.

In California, attention is being drawn to this new housing market of women and men living alone. Increases in the length of life, together with more adequate provisions for financial support of older people, have led to more women and men living alone after their partners in marriage have died.

Further contributing to household formations between now and 1970 will be the young men and young women whose increasing number will, through marriage, more than double the number of household formations of today.

New Program of Real Estate Courses

Spring Schedule Offers Variety of UC Extension Real Estate Courses

Refresher courses and specialized training in real estate at the professional level are again being offered in a number of cities in California. The University Extension of the University of California has just announced the spring, 1957, schedule of courses in the real estate program.

These courses, which can lead to the award of the certificate in real estate, are presented by the university extension in cooperation with the Division of Real Estate and the California Real Estate Association.

All classes will meet 7 to 9.30 p.m. and a nominal enrollment charge is made for each course. Additional information regarding the certificate program in real estate can be obtained by writing to the University Extension at 813 South Hill Street, Los Angeles 14, California, or 2288 Fulton Street, Berkeley 4, California. Following is the spring schedule, giving place, starting date and name of course.

SOUTHERN AREA

LOS ANGELES: Hillstreet Building
 Elements of Real Estate and Urban Land Economics XL 180—Tues., Feb. 5
 Real Estate Practice X 482AB—Wed., Feb. 6
 Legal Aspects of Real Estate X 483AB—Thurs., Feb. 7
 Real Estate Finance X 484AB—Mon., Feb. 4
 Valuation of Real Property XL 181—Tues., Feb. 5
 Advanced Real Estate Appraisal X 490ABC—Mon., Feb. 4
 Property Management X 491AB—Mon., Feb. 4
 Economic Aspects of Residential Construction and Design X 493AB—Mon., Feb. 4

WESTWOOD: U. C. L. A.
 Elements of Real Estate and Urban Land Economics XL 180—Tues., Feb. 5
 Real Estate Practice X 482AB—Thurs., Feb. 7
 Legal Aspects of Real Estate X 483AB—Mon., Feb. 4
 Real Estate Finance X 484AB—Wed., Feb. 6
 Valuation of Real Property XL 181—Tues., Feb. 5
 Advanced Real Estate Appraisal X 490ABC—Tues., Feb. 5
 Property Management X 491AB—Mon., Feb. 4
 Real Estate Exchanges and Taxation X 494AB—Wed., Feb. 6

ANTELOPE VALLEY AREA: Antelope Valley College, 44900 North Division Street, Lancaster

Legal Aspects of Real Estate X 483AB—Thurs., Feb. 7

GREATER DOWNEY AREA: Downey South Junior High School, 12500 South Birchdale Street, Downey
 Real Estate Practice X 482AB—Tues., Feb. 5
 Legal Aspects of Real Estate X 483AB—Mon., Feb. 4
 Real Estate Finance X 484AB—Thurs., Feb. 7

LONG BEACH: John Dewey School, Eighth Street and American Avenue, Long Beach
 Real Estate Finance X 484AB—Wed., Feb. 6

FULLERTON: Fullerton Junior College, Fourth and College Avenue
 Valuation of Real Property XL 181—Wed., Feb. 6
 Property Management X 491AB—Mon., Feb. 4

GARDEN GROVE: Garden Grove Union High School, 11271 Stanford Street
 Valuation of Real Property XL 181—Wed., Feb. 6

SANTA ANA: Santa Ana College, 1530 West 17 Street
 Real Estate Practice X 482AB—Mon., Feb. 4
 Legal Aspects of Real Estate X 483AB—Wed., Feb. 6
 Advanced Real Estate Appraisal X 490ABC—Mon., Feb. 4

OXNARD: Oxnard High School, Second and H Street
 Real Estate Practice X 482AB—Wed., Feb. 6

PASADENA: John Muir High School, 1905 Lincoln Avenue, Pasadena
 Real Estate Practice X 482AB—Tues., Feb. 5
 Legal Aspects of Real Estate X 483AB—Thurs., Feb. 7
 Valuation of Real Property XL 181—Mon., Feb. 4

RIVERSIDE: University of California
 Real Estate Practice X 482AB—Wed., Feb. 6
 Legal Aspects of Real Estate X 483AB—Tues., Feb. 5

OCEANSIDE: Oceanside-Carlsbad College, Mission and Horne Streets
 Legal Aspects of Real Estate X 483AB—Thurs., Feb. 7

SAN DIEGO: Roosevelt Junior High School, 3366 Park Boulevard
 Real Estate Practice X 482AB—Wed., Feb. 6
 Real Estate Finance X 484AB—Tues., Feb. 5
 Valuation of Real Property XL 181—Mon., Feb. 4
 Advanced Real Estate Appraisal X 490ABC—Thurs., Feb. 7

SAN FERNANDO VALLEY AREA: Madison Junior High School, 13030 Hart Street, North Hollywood
 Valuation of Real Property XL 181—Thurs., Feb. 7
 Elements of Real Estate and Urban Land Economics XL 180—Mon., Feb. 4

SAN GABRIEL VALLEY AREA: Rosemead High School, Rosemead Boulevard and Mission Drive, Rosemead
 Real Estate Practice X 482AB—Wed., Feb. 6
 Legal Aspects of Real Estate X 483AB—Tues., Feb. 5
 Real Estate Finance X 484AB—Mon., Feb. 4
 Elements of Real Estate and Urban Land Economics XL 180—Wed., Feb. 6

SANTA BARBARA: Real Estate Board Building, 1415 Chapala Street
 Valuation of Real Property XL 181—Tues., Feb. 5

NORTHERN AREA

CONCORD: Pleasant Hill High School, Room 502 (class limited)
 Principles of Real Estate Appraisal 860ABC—Tues., Feb. 12 to June 11; 18 meetings

BERKELEY CAMPUS:
 Economics of Real Estate 886AB—Tues., Feb. 19 to May 7; 12 meetings; 87 Dwinelle Hall
 Legal Aspects of Real Estate 824AB—Thurs., Feb. 14 to May 2; 12 meetings; 15 Dwinelle Hall
 Principles of Real Estate Appraisal 860ABC—Mon., Feb. 11 to June 10; 18 meetings; 229 Dwinelle Hall
 Advanced Real Estate Appraisal 887ABC—Wed., Feb. 13 to June 12; 18 meetings; 127 Dwinelle Hall

HAYWARD: 21144 East 14th Street, Conference Room
 Real Estate Practice 804AB—Wed., Feb. 20 to May 8; 12 meetings
 Legal Aspects of Real Estate 824AB—Tues., Feb. 12 to April 30; 12 meetings

OAKLAND: 1730 Franklin Street
 Real Estate Practice 804AB—Wed., Feb. 13 to May 1; 12 meetings; Room 204
 Legal Aspects of Real Estate 824AB—Mon., Feb. 11 to Apr. 29; 12 meetings; Room 101
 Real Estate Finance 806ABC—Tues., Feb. 12 to June 11; 18 meetings; Room 202
 Property Management 842AB—Mon., Feb. 18 to May 6; 12 meetings; Room 203

(Cont. on next page)

California Advances in Real Estate Program

(Cont. from Page 277, Col. 2)

estate. The latter was published in 1952 as *A Key to Reading in Real Estate*. These surveys inventoried the field of available knowledge and directed research toward the areas where information was lacking. They also supplied the industry with a reference to authoritative information.

Projects designed to find answers to basic questions in urban real estate and land economics have demanded the majority of research efforts in the past six years. The type of work accomplished may be gleaned from the titles of some of the published studies: Residential Mortgage Lending in Los Angeles County, 1946-1951; Control of Subdivisions in California; Central City Property Values in San Francisco and Oakland; Housing Characteristics of the United States and Swe-

den, 1930-1946; Industrial Relations in the Construction Industry—The Northern California Experience; Real Estate Appraisal; Some Aspects of Land Planning—The San Fernando Valley Case; and The Relationship of Housing Prices and Building Costs in Los Angeles.

Effort was spent in increasing knowledge on basic and applied real estate problems. A considerable portion of time has also been devoted to expanding the content and extending the boundaries of real estate education in the schools of business administration.

Education in Real Estate

The curriculum of the real estate certificate program was developed and broadened. This program, offered through the facilities of the univer-

sity extension, provides refresher courses and specialized training at the post-licensure level. The successful completion of an arrangement of courses selected from three groups in the curriculum qualifies the student for the certificate in real estate. Group I includes the following required basic courses: Economics of Real Estate, Real Estate Practice, Legal Aspects of Real Estate, Real Estate Finance, and Principles of Real Estate Appraisal. Groups II and III include courses of a more specialized and advanced nature, such as Advanced Real Estate Appraisal, Property Management, Real Estate Exchanges and Taxation, Commercial and Investment Properties, and others.

EDITOR'S NOTE: The March *Bulletin* is scheduled to carry the balance of Senator Breed's Report on Real Estate Education and Research Program. It will deal primarily with research efforts into studies of real estate.

New Program of Real Estate Courses

(Cont. from Page 282, Col. 3)

- Residential Construction and Design 857AB—Thurs., Feb. 14 to May 2; 12 meetings; room 204
- RICHMOND: Harry Ell Junior High School, Room 309
Residential Construction and Design 857AB—Tues., Feb. 19 to May 14; 12 meetings
- FRESNO: Fresno Realty Board Auditorium
Principles of Real Estate Appraisal 860ABC—Mon., Feb. 25 to June 24; 18 meetings
Residential Construction and Design 857AB—Wed., Feb. 20 to May 8; 12 meetings
- MERCED: Merced High School, Room 7
Real Estate Practice 804AB—Mon., Feb. 18 to May 13; 12 meetings
- MODESTO: Modesto Junior College, North Hall, Room 15
Real Estate Exchanges and Taxation 822AB—Wed., Mar. 6 to May 29; 12 meetings
- NAPA: Napa Junior College, Portable 5
Residential Construction and Design 857AB—Tues., Feb. 26 to May 21; 12 meetings
- BURLINGAME: Burlingame High School, Room 16
Legal Aspects of Real Estate 824AB—Thurs., Feb. 14 to May 9; 12 meetings
Principles of Real Estate Appraisal 860ABC—Mon., Feb. 11 to June 17; 18 meetings
- LOS ALTOS: Los Altos High School, Room 106
Legal Aspects of Real Estate 824AB—Wed., Feb. 12 to May 1; 12 meetings
- PALO ALTO: Wilbur Junior High School, Room 20
Economics of Real Estate 886AB—Thurs., Feb. 21 to May 16; 12 meetings
Advanced Real Estate Practice 885AB—Tues., Feb. 26 to May 21; 12 meetings
- SACRAMENTO: 1020 N Street, Room 102
Real Estate Exchanges and Taxation 822AB—Wed., Feb. 20 to May 8; 12 meetings
Advanced Real Estate Appraisal 887ABC—Tues., Feb. 5 to June 4; 18 meetings
- SAN FRANCISCO: 140 Montgomery Street; 540 Powell Street
Economics of Real Estate 886AB—Mon., Feb. 25 to May 13; 12 meetings; room 104 (Powell)
Real Estate Practice 804AB—Thurs., Feb. 28 to May 16; 12 meetings; Room 104 (Powell)
Legal Aspects of Real Estate 824AB—Tues., Feb. 19 to May 7; 12 meetings; Room 303 (Mtgy.)
Real Estate Finance 806ABC—Thurs., Feb. 14 to June 20; 18 meetings; Room 202 (Powell)
Principles of Real Estate Appraisal 860ABC—Tues., Feb. 19 to June 18; 18 meetings; Room 402 (Powell)
Advanced Real Estate Appraisal 887ABC—Mon., Feb. 11 to June 10; 18 meetings; Room 101 (Powell)

Commercial and Investment Properties 880AB—Wed., Feb. 20 to May 8; 12 meetings; lecture room (Powell)
Residential Construction and Design 857AB—Wed., Feb. 20 to May 8; 12 meetings; Room 403 (Powell)

SAN RAFAEL: San Rafael High School, Room 61
Legal Aspects of Real Estate 824AB—Thurs., Feb. 21 to May 16; 12 meetings

SANTA CRUZ: Santa Cruz High School, Science Building, Room 2
Real Estate Practice 804AB—Mon., Feb. 25 to May 20; 12 meetings

STOCKTON: Stockton College, Library Building, Room 215
Residential Construction and Design 857AB—Tues., Feb. 12 to May 7; 12 meetings

VALLEJO: Vallejo Senior High School, Science Building, Room 41
Economics of Real Estate 886AB—Mon., Feb. 18 to May 13; 12 meetings

VISALIA: Mt. Whitney High School, Room R-2
Economics of Real Estate 886AB—Tues., Feb. 26 to May 21; 12 meetings

EXPIRATION DATE

Brokers—Make sure your salesmen with original licenses apply for additional examination in time to qualify before their licenses expire.

BULLETIN SUBJECT INDEX

Editor's Note: Subjects appearing in *Bulletins* issued during 1956 are covered in this index. For earlier years, see indexes in January, 1956; January, 1955; and January, 1953, issues.

The majority of the subjects appear in articles. However, subjects which were covered in the *Commissioners Forum* of questions and answers are denoted by (Q. and A.) in the index.

Since July, 1951, when the *Bulletin* became an eight-page publication, page numbering has been consecutive as if all issues were part of one volume.

	Issue Page
Advance fee	
Court test	Sept.—257
New York State prosecutes	July—252
Oklahoma commission wins case	March—231
Advertisements (Q & A)	May—237
Aesthetic ordinance	
Court upholds	May—232
	July—252
Attorney General subdivision opinion	May—235
Balloon payments	Sept.—259
Brokers	
Acting as salesmen (Q & A)	May—239
	Sept.—260
Agreements (Q & A)	Sept.—260
	Sept.—261
Sponsoring salesmen (Q & A)	May—239
Cal-Vet	July—246
Changes in license law	July—241
Characteristics and performance—licensees	
Activity	July—244
Earnings	Sept.—257
Experience	Sept.—253
Commissioner	
Regional conferences	March—225
	May—236
Commissions	
Awarded for "procuring cause"	May—238
Commissions earned?	July—251
Probate sale	March—227
Conferences of Commissioner	
Interest	May—236
Request for	March—225
Schedule	March—225
	May—236
Connecticut's license law upheld	March—232

	Issue Page
Contracts	
Affected by law violation	Jan.—217
Broker-salesmen employment	Jan.—221
Right to complete	March—232
CREA conferences	May—236
Deputy commissioner jobs	July—241
Directory—order for	Sept.—264
Division of Real Estate	
Employee merit awards	May—235
Statistics	Sept.—259
Education	
U. C. Extension courses	Sept.—262
	Jan.—220
Employment contract	Jan.—221
Evictions	Sept.—254
Examinations	
Commissioner's message	March—225
Notification for "Final"	Sept.—263
Oral examination (Q & A)	Sept.—260
Taking examination (Q & A)	Sept.—261
False advertising	July—242
FHA	
Loan amendments	Sept.—262
No secondary financing	July—252
Trade-in house plan	July—250
Final examinations	July—243
Flying space	Jan.—218
Forum	Sept.—260
	July—248
	May—237
GI	
Loan amendments	Sept.—262
Loan rights traded	May—240
Loans paid off	July—251
Home Builders & Subdividers Advisory Board	Sept.—255
Homes for aged	March—231
Key to Readings in Real Estate	July—247
License	
Application (Q & A)	Sept.—261
Applications, new forms	March—232
	Sept.—259
Branch office (Q & A)	May—237
	Sept.—261
Business opportunity (Q & A)	May—237
Cancelled salesmen's (Q & A)	May—237
Corporation officers	Sept.—261
Educational requirement (Q & A)	May—239
Experience requirements (Q & A)	May—239
Fees	July—241
Four-year basis	July—241
Four-year license (Q & A)	Sept.—261
Inactive	May—236
Inactive (Q & A)	May—237
	May—239
	Sept.—260
	Sept.—261
Married name (Q & A)	Sept.—261
Mobile real estate office (Q & A)	Sept.—261
Notification for final examination (Q & A)	May—239
Notification for renewal (Q & A)	Sept.—261
Office employees (Q & A)	Sept.—260
Out-of-state delay	May—239
Photos for applicants	May—234
Renewal on time	May—233
Request for change	March—230
Restricted license (Q & A)	May—237

	Issue Page
Transfer (Q & A)	Sept.—260
	Sept.—261
Unused fees	Sept.—261
Listing (protective clause)	July—247
Loan brokerage law	
Balloon payments	Sept.—259
Lenders subject to	Sept.—259
Loftus, Edward M., reappointed	Jan.—217
Mortgage loan law	
Amount of loan (Q & A)	Jan.—219
Applies to? (Q & A)	Jan.—217
	Jan.—219
Appraisal escrow fee (Q & A)	Jan.—219
Attorney fees (Q & A)	Jan.—219
Balloon payments (Q & A)	Jan.—219
Brokers statement	Jan.—222
Collection fees (Q & A)	Jan.—223
Default (Q & A)	Jan.—219
Exemptions (Q & A)	Jan.—217
FHA or VA (Q & A)	Jan.—219
Lenders affected (Q & A)	Jan.—217
Lender's commission (Q & A)	Jan.—219
Limits to charges (Q & A)	Jan.—219
Loan correspondent (Q & A)	Jan.—219
	Jan.—223
Loan documents (Q & A)	Jan.—217
Loan statement delivery	March—228
Penalties for violations (Q & A)	Jan.—217
Purpose of law (Q & A)	Jan.—217
Questions answered	Jan.—217
Reduced payments (Q & A)	Jan.—223
Statement of costs and expenses (Q & A)	Jan.—217
Misrepresentation	
Responsibility (Q & A)	May—237
Tax and costs payments	July—249
Trust deed value	March—228
Multiple listing contract	
Commission denied	July—250
Nevada license law	March—231
People v. Pugh	March—228
Population—California	Sept.—263
Probate sale	March—227
Questions and answers (See <i>Forum</i>)	
Realtor (Ex-member use of term)	March—229
Reciprocal state agreements (Q & A)	May—237
Reference book (now available)	May—240
Second examination (See <i>Final Examination</i>)	
Small claims court	Sept.—254
Space for state offices	Jan.—223
Study outline—final examination	July—243
Subdivisions	
Bond	Sept.—255
Illegal	Sept.—263
Illegal subterfuge	May—235
New manual	May—238
Supplemental questionnaire	Sept.—258
Taxes and costs payments	July—249
Telephone answering service (Q & A)	May—237
Theft of realty	March—228
Trust deed sale	March—229
Unlicensed conviction	May—235
Urban renewal	Sept.—264
Veterans Administration	
Appraiser code of ethics	July—246
Liens on property	May—233
Watson, D. D. (see also <i>Commissioner</i>)	
Conducting conferences	May—236
Second examination message	March—225

48513 1-57 125M

Printed in CALIFORNIA STATE PRINTING OFFICE

Request Form 3547

SACRAMENTO, CALIF.

Permit No. 157

PAID

U. S. POSTAGE

Sec. 34.66, P. L. & R.

RETURN POSTAGE GUARANTEED
Sacramento 14, Calif.
1021 O Street
DIVISION OF REAL ESTATE