



REAL ESTATE

Bulletin

EDMUND G. BROWN, *Governor*

January-February 1960

W. A. SAVAGE, *Commissioner*

Civil Rights Act Applies To Real Estate Brokers, Says California's Attorney General

In an official opinion, the State's Attorney General concludes that the provisions of the *Unruh Civil Rights Act*, which amended Civil Code Section 51 at the 1959 legislative session, apply to the advantages, facilities, privileges and services supplied by real estate brokers and real estate salesmen in regard to the selling, transferring, renting, leasing or rental managing of real property.

Section 51 of the Civil Code as amended reads: "All citizens within the jurisdiction of this State are free and equal, and no matter what their race, color, religion, ancestry, or national origin are entitled to the full and equal accommodations, advantages, facilities, privileges, or services in all business establishments of every kind whatsoever."

POSSIBILITY OF DISCIPLINARY ACTION STUDIED

With his question precipitated by inquiries made through the Attorney General's office, the Real Estate Commissioner has asked for the Attorney General's advice on what action might be taken upon complaints involving civil court judgments against licensees for violation of the *Unruh Civil Rights Act*.

The license law is not definitive on this point. The Attorney General's opinion will be discussed in a future issue of the *Bulletin*.

The Attorney General was asked whether the term ". . . all business establishments of every kind whatsoever" included real estate brokers and salesmen. He replied "There is no doubt but that real estate brokers and salesmen are engaged in business within that broad definition." He pointed out that, in providing for the licensing of real estate brokers and salesmen in California, the Legislature (Cont. page 426, col. 1)

JOB OPPORTUNITIES OPEN AS DEPUTY COMMISSIONERS; APPLICATIONS INVITED

Opportunities to enter California state government service as a deputy real estate commissioner will be offered in coming months. The jobs start at \$505 per month, rising over four years to \$613, with opportunity for further advancement.

Applicants must qualify by written and oral civil service examinations. April 29, 1960, is the final date for filing applications, which must be made on an official form.

To qualify for examination, the applicant must have had either two years of full-time real estate experience or three years of full-time paid experience in field investigation work, plus education equivalent to graduation from college. Additional qualifying experience may be substituted for the required education on a year-for-year basis.

Anyone interested in becoming a Deputy Real Estate Commissioner is urged to contact the State Personnel Board, 801 Capitol Avenue, Sacramento, asking for an application form and further information, or inquire at the board's branch offices in San Francisco or Los Angeles. Applications can also be obtained in any office of the State Department of Employment.

Advance Fee Controls Prove Effective

In their first test, new requirements for prior approval of advance fee advertising and contract materials have proved effective in affording protection for the public from the misleading and deceptive sales practices which have so often characterized this type of operation in the past.

Advance Fee Company Asks for Approval

Proposing to offer loan procurement service to California business and property owners, with fees collected in advance from the prospective borrowers, an out-of-state company recently submitted a quantity of advertising and solicitation material to the Real Estate Commissioner for review. The company's action was taken pursuant to provisions of a new section of the license law which regulates the activities of the so-called "advance fee" operators soliciting contracts with owners of real estate and business properties (*Sec. 10085, Bus. and Prof. Code*).

The company's material was submitted to the Attorney General's Office for further review; following the opinion of that office, the Division of Real Estate advised the company that its proposed material did not meet applicable standards and could not be used since it tended to mislead, misrepresent and confuse.

Subsequently, a company representative notified the commissioner the firm had decided to discontinue its efforts to solicit advance fee contracts in California since, from its standpoint, its sales and advertising program would be ineffective if it complied with the new regulatory measures.

REAL ESTATE BULLETIN

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California Division of Real Estate

January-February 1960

Published Bimonthly in Sacramento by the

DIVISION OF REAL ESTATE

STATE OF CALIFORNIA

EDMUND G. BROWN, Governor

W. A. SAVAGE

Real Estate Commissioner

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Marvin H. Wiegman, Deputy-in-Charge
BAKERSFIELD (part time), 331 18th Street

Southern District Offices

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Spring Street
Henry Block, Supervising Deputy
SAN DIEGO, 615 Orpheum Theatre Building
John Lazar, Deputy-in-Charge
SAN BERNARDINO (part time), 1798 D Street
LONG BEACH (part time), 3747 Long Beach Blvd.

DISCIPLINARY ACTION—OCTOBER, 1959, AND NOVEMBER, 1959

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 are not published.

Licenses Revoked During October, 1959, and November, 1959

Name	Address	Effective date	Violation
Haines, Pauline Riggs -Real Estate Broker	8155 E. 2d St. and 9434 E. Gal- bra Pauline Riggs Realty Latin School House Rd., Downey	10/ 1/59	Sec. 10177(f)
Kineaid, Jack Andrew -Real Estate Broker	6249 Main Ave., Orangevale....	10/ 7/59	Secs. 10176(e), (i); 10177(f); Secs. 2830, 2831 & 2832 of R.E. Comm. Rules and Regu- lations
Teague, Robert Charles -Real Estate Salesman	1680 E. Santa Clara St., San Jose	10/ 7/59 (Granted right to restricted license)	Sec. 10177(f)
Llora, Ramon -Real Estate Broker	5518 Fernwood Ave., Los Angeles	10/ 9/59	Secs. 10176(a), (i) & 10177(f)
Willard, Vera Carter -Real Estate Salesman	8695 Colorado Ave., Riverside..	10/ 9/59 (Granted right to restricted license on conditions)	Secs. 10177(b) & (f)
Ninelist, Dorothy Sovilla -Real Estate Salesman	17126 S. Clark Ave., Bellflower..	10/20/59	Secs. 10130; 10137, 10176(a), (i); 10177(d), (f) & Sec. 2770 of R.E. Comm. Rules and Regu- lations
Ninelist, William Jerome -Real Estate Salesman	17126 S. Clark Ave., Bellflower..	10/20/59	Secs. 10130; 10137; 10176(a), (i); 10177(d), (f) & Sec. 2770 of R.E. Comm. Rules and Regulations
Wiser, Emerson Ernest -Real Estate Salesman	12 El Seneno Rd., Orinda.....	11/ 5/59	Secs. 10177(b) & (f)
Evans, Arlis -Real Estate Broker	7013 S. Western Ave., Los An- geles	11/ 6/59	Secs. 10176(i); 10177(d), (f) & Sec. 2830 of R.E. Comm. Rules and Regulations
Fox, Frieda Mae -Real Estate Salesman	1315 1/4 W. 39th St., Los Angeles..	11/10/59	Sec. 10177(b)
Selip, Allan George -Real Estate Salesman	12300 W. Pico Blvd., Los Angeles..	11/10/59	Secs. 10177(b) & (f)
Alhandy, Michael Samuel -Real Estate Broker	1038 S. Gerhart Ave., Los An- geles	11/20/59	Secs. 10177(b) & (f)
Follings, Elias Wilfred -Real Estate Broker	4540 W. Washington Blvd., Los Angeles	11/20/59	Secs. 10177(b) & (f)
Vale, Ernest John -Real Estate Broker	71-800 Hwy. 111, Rancho Mirage	11/20/59 (Granted right to restricted license on conditions)	Secs. 10176.1 & 10177(f)

Licenses Suspended During October, 1959, and November, 1959

Name	Address	Effective date and term	Violation
Ghareeb, George Nick -Real Estate Broker	4323 Cass, San Diego.....	10/ 9/59 10 days	Secs. 10137; 10177(d) & (f)
Funkhouser, R. Al Agency Inc. -Vice President	17126 S. Clark Ave., Bellflower..	10/20/59 30 days	Sec. 10177(h)
Rolland McClellan Funkhouser -Real Estate Corporation			
Real Estate Officer			
Tubbs, Joe Ruben -Real Estate Salesman	387 Jackson St., Hayward.....	10/20/59 60 days	Secs. 10176(a), (i) & 10177(f)
Kalstrup, William Charles -Real Estate Broker	1727 Webster St., Oakland.....	10/26/59 90 days (Last 60 days stayed under terms and conditions)	Secs. 10176(k), (i) & 10177(f)
Pryde, Jack Robert -Real Estate Salesman	11260 San Pablo Ave., El Cerrito	11/18/59 30 days	Secs. 10176(a), (b), (i) & 10177(f)
Palmer, Clyde Newell, Jr. -Real Estate Broker	10191 Victoria Ave., Riverside..	11/19/59 30 days	Secs. 10177(d), (f); 11000 thru 11021; Secs. 2790, 2794 & 2795 of R.E. Comm. Rules and Regulations
Warren, Elizabeth Hope -Real Estate Broker	P.O. Box 363, Rancho Mirage..	11/20/59 30 days (Stayed permanently on terms and con- ditions)	Secs. 10176.1 & 10177(f)

Civil Rights

(Cont. from col. 1, page 425)

uses the word "business" in several sections of the Business and Professions Code.

It follows, the Attorney General said, that real estate brokers and salesmen are engaged in "business" and that the Legislature in amending Civil Code Section 51 intended to include real estate brokers and salesmen within the term "business" as used in that section.

Section 52 of the Civil Code was also amended by the Legislature to read as follows:

52. Whoever denies, or who aids, or incites such denial, or whoever makes any discrimination, distinction or restriction on account of color, race, religion, ancestry, or national

origin, contrary to the provisions of Section 51 of this code, is liable for each and every such offense for the actual damages, and two hundred fifty

dollars (\$250) in addition thereto, suffered by any person denied the rights provided in Section 51 of this code.

New Regulations for Advance Fee Rental Agents

Regulations setting up procedures for licensees operating in the "advance fee rental agency" business have been adopted by the Real Estate Commissioner. Control over such operations has been tightened due to recurrent complaints against some agencies from people who have paid advance fees for rentals and claimed they received little, if any, service for their money.

SUBDIVISIONS GO BACK TO DAYS OF WILLIAM PENN

Building restrictions in subdivisions date back over 210 years to June 15, 1749, when Thomas Penn, son of William Penn, held a public auction of town lots in the public square of what is now the City of Reading, Pennsylvania.

Parcels were subject to the following restrictions:

- Buyers must build a house within a year after buying if their lots were on the public square.
- The buildings must not be of frame, but either brick or stone.
- Lots on the main street beyond the square must be built upon within two years.
- All of the houses must conform to the regulation lines of the street.
- No patents or deeds were to be confirmed or delivered to buyers until the buildings were up.
- In addition, all buyers paid a ground rent of seven shillings on each lot.

A great crowd attended the auction where the salesminded colonial subdivider arranged a picnic dinner and made a party of the occasion. History says that 200 lots were sold on the opening day, over a fourth of the entire holding and a good record for the first public auction of land in America.

—From the *Real Estate and Building Journal*

In 1959 the State Legislature enacted legislation requiring a written contract between the prospective tenant and the advance fee rental agent. The contract must provide for refund of any advance fee paid over and above an allowable \$10 service charge if a rental is not arranged (See Sec. 10143, Bus. and Prof. Code).

The new regulations implement the legislation by spelling out just what minimum information regarding the rental agent's services must be included in the contract with the prospective tenant.

New Regulations

The full text of the regulations which are now effective appears below:

2850. Definition. An "advance fee rental agent" shall mean:

(a) Any real estate licensee who negotiates rentals or furnishes rental information to prospective tenants whereby said prospective tenants are charged a fee or are obligated to pay a fee in advance of such services, or are charged or obligated in advance of such services to pay a fee even though a rental is not obtained through such services.

(b) Any real estate licensee who solicits or otherwise secures from landlords or managers, listings of places for rent or lease, with or without compensation from the owner or landlord, but in expectation of compensation by including them in advance fee rental listings to be supplied to prospective tenants.

2852. Written Contract Required. Any real estate broker who acts as an "advance fee rental agent" shall enter into a written contract with each prospective tenant which contract shall state clearly:

- (1) Upon what conditions the service is to be furnished.
- (2) The type of rental to be furnished to said prospective tenant.
- (3) The approximate date or dates said property is to be available.
- (4) Definite date at which time the services to be contracted for will be terminated.

NO SHORTAGE OF REAL ESTATE SALESMEN

About one out of every 130 persons living in California is licensed to sell real estate, and 76 percent of the licensees are ostensibly "active," according to Division of Real Estate records. Over the past year, original real estate licenses have been issued at a rate of approximately 1,500 per month.

Interesting is the fact that there are now more real estate salesmen in the State than real estate brokers. This is in contrast to 10 years ago when brokers outnumbered salesmen 2 to 1. The trend to more salesmen began when applicants for broker license were required by law to show prerequisite experience or education. This trend continues strongly; recently original salesman licenses have been outnumbering original broker licenses by 6 to 1.

The following language (or similar language if specifically approved prior to use by the commissioner in writing) shall be incorporated in each contract:

"Any amount over and above the sum of \$10 service charge is to be returned if a rental is not obtained. In the event that rental information is not current or accurate in regard to the type of rental desired, the full fee shall be repaid to the prospective tenant upon demand from the prospective tenant for the return of said fee or any part of it within 10 days following the expiration of this contract."

Said contract shall provide for the receipt of monies obtained as an advance fee rental service.

Said contract shall be signed by all parties and dated as of the date of signing such agreement. Said contract shall be signed in the name of the employing broker and the salesman, if negotiated by a salesman, and shall state the license number of the broker and of the salesman if negotiated by a salesman.

2852.1. Condition Requiring Refund. If any or all of the rental information contained in the list furnished by the agent under the contract provided for in Rule 2852 is not current or accurate, the full sum advanced to the agent by the prospective tenant shall be refundable if the prospective tenant does not obtain a rental therefrom.

District Office of the Month: OAKLAND . . .

The Division of Real Estate district office at Oakland, located at 1815 Telegraph Avenue, serves the Counties of Alameda, Contra Costa, Napa, Lake and the westerly portion of Solano County.

While the office serves the smallest geographical area (4,064 square miles) in the State as compared with other district offices, it has the distinction of serving the second largest number of licensees in Northern California (9,523). Most of the activity in this office originates in the metropolitan centers in the San Francisco-Oakland East Bay area, but expanding subdivision and real estate activity in Contra Costa, Solano, Napa and Lake Counties keeps the office busy serving the entire area within the district's boundaries. The population of the area assigned to the Oakland district office totals 1,446,300.



Deputy Commissioners

District Office Personnel

The Division of Real Estate's Oakland office has been in business as a district office for nearly 30 years, first serving as a subdistrict branch of the San Francisco office.



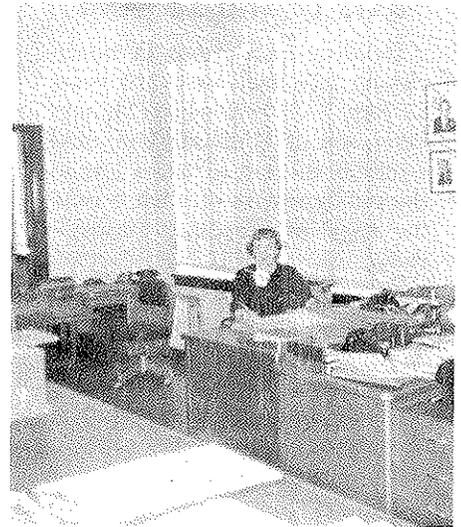
MARVIN H. WIEGMAN
Oakland Deputy in Charge

Marvin H. Wiegman, deputy in charge since 1953, has been with the Division of Real Estate since 1947. Wiegman was formerly in the banking and legal business. Deputy commissioners in the office include: James M. Sprows, Wilbur W. Blodgett and William E. Thacker. The secretarial and clerical staff numbers three.

Wiegman estimates that his office receives an average of 45 complaints against licensees per month. Investigating the complaints, deputies hold approximately 10 informal hearings and conduct 400 personal and phone interviews per month. About 20 subdivision filings are received monthly and over 350 interviews and phone calls are handled on this and on miscellaneous license activities.



The Oakland District Office is the only office in the State that does not conduct license examinations. Applicants are scheduled to appear at the San Francisco office for their examinations. Formal disciplinary hearings are held in the Oakland District Office when scheduled before a hearing officer assigned by the State Division of Administrative Procedure.



Secretarial and Clerical Staff

District Area

The County of Alameda has the major share of building and real estate activity in the area served by the Oakland District Office. During 1959, Alameda County experienced its highest volume of home construction since the end of World War II, accounting for 10,000 new dwelling units. Growth in real estate activity is indicated by the 29,552 deeds recorded in 1958 in the county. Prospects for further population growth in the five counties comprising the Oakland District Office area are expected to continually expand industrial, commercial and residential facilities in the years ahead.

BULLETINS DELAYED

We could not get delivery of the special transfer carbon paper used in addressing the *Bulletins*, so your November-December issue reached you late. Sorry.

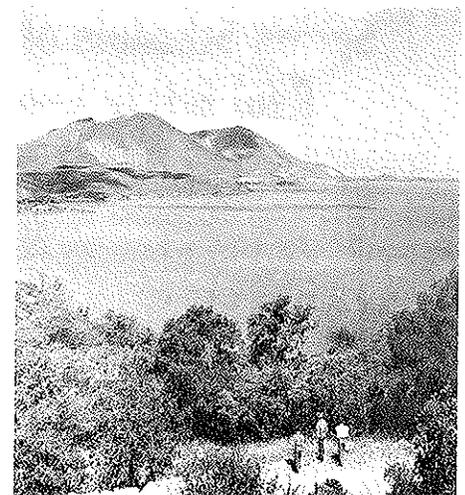


Oakland

Photo by R. L. Copeland



Napa



Clear Lake

Should all Offers Be Submitted?

A real estate broker writes to the *Editor* on a subject of considerable interest to all licensees. We quote from his letter as follows:

“Dear Sir:

Occasionally, we have had more than one offer on a property to present to an owner. That is, an offer will come in from one cooperating broker and then before we have located the seller to present the offer, a second and possibly a third will be received.

It is our understanding that as listing broker, we must present all offers received regardless of difference in price or terms or we are violating the law with regard to an agent's responsibility to his principal.

We know this situation arises every day somewhere in California, and also that there is a great difference of opinion among brokers as to the proper procedure. Some contend that the offers should be presented in the order as received and if the first offer is accepted, subsequently received offers need not be shown the principal.

Would you please clear this question up in a discussion in your column?”

Before discussing this subject in the *Bulletin*, we would like to receive opinions from readers as to what they believe is the proper course of action in this kind of situation. This may

Commission Earned Though Transaction Not Completed

Where a broker's contract provides for payment of his compensation only when the transaction is actually completed, the broker is nevertheless entitled to recover his commission if the transaction has failed of completion through the seller's fault. So states the Second District Court of Appeal in an action for payment of a real estate broker's commission where the seller canceled escrow proceedings without proper cause.

The broker and seller had executed an “Exclusive Right to Sell” agreement for a 90-day period, and the seller agreed to convey merchantable title, as evidenced by a California Land Title Association standard coverage form policy of title insurance.

The broker procured purchasers for the property and a deposit receipt agreement was entered into by all parties. An escrow was opened and on the last day of the escrow period, the

appear to be unusual procedure on our part, but situations of this nature occur so frequently in the real estate business that a digest of current opinions of people in the business might be interesting and informative.

Please give free expression of your opinion on this question in a letter addressed to the *Editor of the Bulletin*. Your letter may be unsigned if you wish.

seller canceled the escrow on the basis that the purchasers had not deposited the balance of the purchase price prior to close of escrow.

The appellate court found that, prior to close of escrow, the seller's ex-wife had a writ of attachment levied against the seller's property. As a result, the seller could not present a policy of title insurance showing the property free and clear of encumbrance.

Cancellation Not Justified

The appellate court ruled the seller could not justify his cancellation of the escrow since he had not put into escrow the instruments required of him, including a deed and policy of title insurance showing a title free of encumbrances. The court stated it is clear that in a contract for the sale of real estate calling for concurrent performance, neither party can place the other in default unless he is fully able to perform or make a tender of the promised performance.

The district court did not concern itself in this case with the rights of the purchaser for specific performance. Rather the case determined the right of the broker to recover his commission according to his employment contract. Judgment was granted to the broker since the transaction had failed of completion through the fault of the seller. (*Diamond v. Huenergardt*, 175 A. C. A. No. 2.)

Spring Schedule of University Extension Real Estate Courses Is Announced

Specialized real estate courses at the professional level to be offered this spring have been announced by the University of California Extension Division.

Many licensees who have not had the advantage of a formal education in real estate subjects have found the Extension courses of great value. They offer an opportunity to learn more about specialized phases of the real estate field under competent, practical instructors.

A Certificate in Real Estate is awarded by the University Extension to those who complete, with satisfactory grades, eight courses in the program. It is possible to obtain a certificate in two years' time if enrollment is made in two courses each term.

An enrollment charge is made for each course. For further information concerning the program, contact University Extension at 813 S. Hill Street, Los Angeles 14, California, or 2288 Fulton Street, Berkeley 4, California. Following is the spring schedule giving place, course title and starting date.

NORTHERN AREA

Berkeley

Legal Aspects of Real Estate—Tues. (Day), Feb. 16; Wed. (Evening), Feb. 17.

Real Estate Practice—Tues., March 1.
Real Estate Finance—Mon., Feb. 8.
Essentials of Residential Design and Structure—Thurs., March 3.
Brokerage Administration and Procedures—Thurs., Feb. 25.

Burlingame

Legal Aspects of Real Estate—Wed., Feb. 24.

Chico

Advanced Real Estate Appraisal (Rural)—Tues., Feb. 16.

Eureka

Real Estate Practice—Thurs., Mar. 10.

Fresno

Trends and Factors Influencing Real Estate—Wed., Feb. 24.
Real Estate Finance—Thurs., Feb. 25.

Hayward

Essentials of Residential Design and Structure—Wed., Mar. 2.
Advanced Real Estate Appraisal—Tues., Feb. 16.

Los Altos

Essentials of Residential Design and Structure—Wed., Mar. 9.

Los Gatos

Trends and Factors Influencing Real Estate—Thurs., Feb. 18.

Marysville

Legal Aspects of Real Estate—Mon., Feb. 15.

Merced

Trends and Factors Influencing Real Estate—Mon., Feb. 29.

Modesto

Principles of Real Estate Appraisal—Tues., Feb. 9.

Monterey

Trends and Factors Influencing Real Estate—Tues., Feb. 23.
Essentials of Residential Design and Structure—Mon., Mar. 7.

Napa

Legal Aspects of Real Estate—Thurs., Feb. 11.

Oakland

Trends and Factors Influencing Real Estate—Wed., Feb. 17.
Principles of Real Estate Appraisal—Mon., Feb. 8.
Property Management—Thurs., Feb. 11.

Palo Alto

Real Estate Practice—Mon., Mar. 7.

Red Bluff

Real Estate Practice—Thurs., Feb. 18.

Redding

Real Estate Finance—Wed., Feb. 17.

Redwood City

Property Management—Tues., Feb. 9.

Sacramento

Real Estate Practice—Wed., Mar. 9.
Essentials of Residential Design and Structure—Thurs., Mar. 3.
Commercial and Investment Properties—Tues., Mar. 8.

Salinas

Legal Aspects of Real Estate—Wed., Feb. 10.

San Francisco

Trends and Factors Influencing Real Estate—Thurs., Feb. 11.
Real Estate Practice—Wed., Mar. 2.
Legal Aspects of Real Estate—Mon., Feb. 8.
Real Estate Finance—Tues., Feb. 9.
Principles of Real Estate Appraisal—Thurs., Feb. 4.
Essentials of Residential Design and Structure—Tues., Feb. 9.

An Obituary

Hundreds of license renewal notices died last year at local post offices.

There were no known survivors—due to the lack of proper addresses.

Authorities agree many license fatalities could have been averted if holders had notified the Division of change of address.

Services were conducted at License Headquarters in Sacramento.

Burial was in the local waste-paper basket.

Interment of the demised was under the auspices of the Licensing Section of the Division of Real Estate.

Pallbearers were file and mail clerks.

Advanced Real Estate Appraisal—Mon., Feb. 8.

Estimating for Residential Construction—Wed., Feb. 24.

Estimating for Light Commercial Construction—Mon., Feb. 15.

City and Regional Planning—Tues., Feb. 9.
Urban Renewal—Tues., Feb. 9.

San Jose

Advanced Real Estate Appraisal (Rural)—Tues., Feb. 9.

San Leandro

Estimating for Light Commercial Construction—Thurs., Feb. 18.

San Rafael

Real Estate Finance—Mon., Feb. 15.
City and Regional Planning—Thurs., Feb. 11.

Santa Cruz

Real Estate Practice—Thurs., Mar. 10.

Santa Rosa

Trends and Factors Influencing Real Estate—Mon., Mar. 7.
Principles of Real Estate Appraisal—Thurs., Feb. 4.

Stockton

Real Estate Practice—Thurs., Mar. 3.
Real Estate Finance—Tues., Feb. 16.

Ukiah

Real Estate Practice—Tues., Mar. 8.

Vallejo

Advanced Real Estate Appraisal—Wed., Feb. 3.

Walnut Creek

Principles of Real Estate Appraisal—Wed., Feb. 3.

(Cont. on page 431, col. 1)

EXTENSION COURSES

(Cont. from page 430, col. 1)

SOUTHERN AREA

- Azusa**
Legal Aspects of Real Estate—Tues., Feb. 2.
- Bakersfield**
Real Estate Practice—Tues., Feb. 9.
- Buena Park**
Real Estate Finance—Tues., Feb. 9.
- Burbank**
Legal Aspects of Real Estate—Tues., Feb. 9.
Real Estate Finance—Wed., Feb. 10.
- Canoga Park**
Real Estate Finance—Tues., Feb. 9.
- Downey**
Real Estate Finance—Tues., Feb. 9.
- Laguna Beach**
Real Estate Practice—Wed., Feb. 10.
Real Estate Finance—Tues., Feb. 9.
- Lancaster**
Commercial and Investment Properties
- Los Angeles**
Trends and Factors Influencing Real Estate—Thurs., Feb. 11.
Real Estate Practice—Section 1—Thurs., Feb. 11; Section 2—Wed., Feb. 10.
Legal Aspects of Real Estate—Sections 1 and 2, Tues., Feb. 9.
Real Estate Finance—Mon., Feb. 8.
Principles of Real Estate Appraisal—Section 1, Mon., Feb. 8; Section 2, Wed., Feb. 10.
Advanced Real Estate Appraisal—Wed., Feb. 10.
Property Management—Thurs., Feb. 11.
Real Estate Exchanges and Taxation—Section 1—Wed., Feb. 10; Section 2—Thurs., Feb. 11.
- Palm Springs**
Advanced Real Estate Appraisal—Mon., Feb. 8.
- Riverside**
Real Estate Practice—Tues., Feb. 2.
Real Estate Finance—Mon., Feb. 1.
Advanced Real Estate Appraisal—Wed., Feb. 3.
- Rosemead**
Legal Aspects of Real Estate—Mon., Feb. 8.
- San Diego**
Trends and Factors Influencing Real Estate—Section 90—Mon., Feb. 8; Section 91—Thurs., Feb. 11.
Real Estate Practice—Mon., Feb. 8.
Legal Aspects of Real Estate—Mon., Feb. 8.
Real Estate Finance—Thurs., Feb. 11.
Principles of Real Estate Appraisal—Mon., Feb. 8.
Advanced Real Estate Appraisal—Tues., Feb. 9.
Real Estate Exchanges and Taxation—Tues., Feb. 9.
- Santa Ana**
Real Estate Practice—Wed., Feb. 10.
Principles of Real Estate Appraisal—Tues., Feb. 9.
Commercial and Investment Properties—Mon., Feb. 8.
- Santa Barbara**
Real Estate Finance—Tues., Feb. 9.
Principles of Real Estate Appraisal—Fri., Feb. 12.
- Santa Maria**
Principles of Real Estate Appraisal—Wed., Jan. 20.
- Torrance**
Legal Aspects of Real Estate—Tues., Feb. 9.
Principles of Real Estate Appraisal—Mon., Feb. 8.
Commercial and Investment Properties—Thurs., Feb. 11.
- Van Nuys**
Real Estate Practice—Mon., Feb. 8.
Principles of Real Estate Appraisal—Tues., Feb. 9.
Advanced Real Estate Appraisal—Tues., Feb. 9.
Property Management—Thurs., Feb. 11.
- Ventura**
Trends and Factors Influencing Real Estate—Thurs., Feb. 11.
Commercial and Investment Properties—Wed., Feb. 10.
- Westwood—U.C.L.A.**
Trends and Factors Influencing Real Estate—Section 10—Tues., Feb. 9; Section 11—Thurs., Feb. 11.
Real Estate Practice—Section 10—Tues., Feb. 9; Section 11—Thurs., Feb. 11.
Legal Aspects of Real Estate—Section 10—Tues., Feb. 9; Section 11—Thurs., Feb. 11.
Real Estate Finance—Section 10—Wed., Feb. 10; Section 11—Thurs., Feb. 11.
Principles of Real Estate Appraisal—Section 10—Tues., Feb. 9; Section 11—Wed., Feb. 10.
Advanced Real Estate Appraisal—Tues., Feb. 9.
Property Management—Tues., Feb. 9.
Commercial and Investment Properties—Wed., Feb. 10.
Essentials of Residential Design and Structure—Wed., Feb. 10.
Real Estate Exchanges and Taxation—Tues., Feb. 9.
Advanced Real Estate Exchanges and Taxation—to be offered during the late spring.
- Whittier**
Real Estate Practice—Thurs., Feb. 11.
Commercial and Investment Properties—Tues., Feb. 9.

Ed Magovern Leaves To Take New Post

Ed Magovern, Senior Deputy for the California Division of Real Estate and *Editor of the Real Estate Bulletin*, resigned in January to take a new post.

He joined the staff of a major oil company to act as real estate representative in the Northern California coastal area.



Ed Magovern

Magovern had been with the State since 1954 when he was appointed Deputy Real Estate Commissioner at the Los Angeles District Office. He worked as Senior Deputy in the Examination Section in Sacramento and for the past three years has been assigned to the Education and Publications Section, editing the *Bulletin* and co-editing the division's *Reference Book* and other publications under the direction of Walter J. Miller, head of the section.

After graduating from the University of California in 1949 with a B.S. degree, majoring in real estate, Magovern was a real estate broker until he entered state service.

Watch the Expiration Date
of Your License!

Don't Run the Risk of Paying
Late Renewal Fee

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ANNUAL SUBJECT INDEX

Subjects covered in *Bulletin* articles during the past year are indexed on this page by month and page number. Consecutive page numbering has been in effect since 1951 as if all *Bulletin* issues were part of one volume. Subject indexes for earlier years can be found in most of the January issues.

	Issue	Page
Advance fee		
Agreements	Sept.	415
Legislation	July	404
Rental contracts	Sept.	415
Senate hearings	March	385
	May	393
Bond requirements	Sept.	409
Branch office		
License	May	400
Model homes	Jan.	382
Broker license		
Certificate courses	Jan.	377
Escrow or title experience	Nov.	4
Business cards	May	398
California real estate bookshelf	Nov.	4
Certificate courses	Jan.	377
Civil rights	Sept.	411
Closing statement (Q & A)	Sept.	414
Commissions		
Collection by salesman (Q & A)	Sept.	414
Payment to nonlicensee	Nov.	419
Complaint cases	Sept.	412
Court cases		
Everett v. Mann and Florida Commission	Jan.	383
Frankenthal et al v. Wisconsin Real Estate Brokers' Board	Jan.	383
In re Russo	Jan.	383
Jones v. San Bernardino Real Estate Board	May	399
Leonard v. Fallas	May	399
Nelson v. Reiser	May	399
Shuster v. Buckley	Nov.	421
Tannenbaum et al v. Sylvan Builders, Inc., et al	Jan.	383
CREA	Nov.	421
Criminal conviction	Jan.	380
Deposit money		
Handling by salesman (Q & A)	Sept.	414
Disciplinary hearing	Jan.	379
Discrimination	Sept.	411
Education and research	March	389
	Nov.	471
Escrow or title experience	Nov.	4
Exam I.Q.	March	390
Examination for renewable license	Jan.	381

	Issue	Page
Extension courses		
Fall	July	405
Spring	Jan.	379
FHA certified agency program	March	389
Griffin, M. R.	Sept.	413
Harrington, G. E.	Sept.	413
Housing bill, 1959	Sept.	409
Illegal loan transactions	Jan.	380
Indian claim	Sept.	410
Insurance charge	Nov.	481
Land locator		
Contracts	Sept.	415
Legislation	July	404
Legislation		
Additional bills proposed	March	388
Advance fee	July	404
Bond	July	403
Box score	July	406
Civil rights	Sept.	411
Land locator	July	404
Late renewal	July	406
Mortgage loan	July	404
1959 changes	July	401
Rental agents	July	405
Subdivision controls	May	393
License		
Adding branch office	May	395
Branch office	May	400
Changing address	May	395
Examination for renewable license (Q & A)	Jan.	382
Expiration	Jan.	383
Inactive	May	395
Late renewal	July	406
Partnership	March	387
Transferring of salesman license	May	395
Verification of salesman's experience (Q & A)	Sept.	414
Listing problem	May	396
Loan brokers		
Bond	Sept.	415
Registration of	Sept.	409
Loan fee (Q & A)	Jan.	382
Loan solicitation	May	400
Model homes	Jan.	382
Negligence	Jan.	383
Net listing	Sept.	414
Partnership license	March	387
Promotions for deputies	Nov.	4
Real estate law pamphlet	Nov.	4
Real property loan broker		
Application	July	407
Bond requirements	Sept.	409
Exceptions	Sept.	409
Registration	July	401
Real property loan broker's statement	Nov.	4
Reference book	May	395
	Nov.	4
Regulations		
Fictitious names	Sept.	415
Loan broker's statement	Nov.	4
Loan costs and expenses	Jan.	377
Rempfer, William E.	May	398
Rental agents	July	405
Sale rescinded	Nov.	421
Sayage, W. A.	March	385
Senate hearings on advance fee investigation	March	385
	May	393

Reminder on Subdivision Public Reports

Field investigations have revealed cases where agents selling parcels in a subdivision have failed to distribute the Subdivision Public Report as required by law. Offered as an excuse: The subdivider or owner did not furnish copies of the public report to the agent. The commissioner must emphasize that the responsibility for complying with this law rests upon the owner, subdivider, or agent and is both an individual and collective responsibility, which may fall upon the shoulders of each, or all.

The purpose of the Subdivision Public Report is apparent from its very name; that is, to provide the buying public with information concerning the subdivision. It is for the purchaser's protection.

An agent for a subdivision cannot evade his responsibility and possible disciplinary action against his license because he has neglected to obtain a supply of the public reports and give copies to purchasers before binding them to purchase. And, it must be remembered, it is not enough to give a copy of the report to the prospective purchaser; he must be given an opportunity to read it and a receipt must be taken therefor.

	Issue	Page
Subdivision		
Escrows	Sept.	415
Filing (Q & A)	Jan.	382
Legislation	May	393
Public reports	Jan.	382
Violation	Jan.	380
Survey of licenses	Nov.	4
Tax deduction	Jan.	381
Ten percenters	Sept.	411
Trust deed dealers	Sept.	411
Unlicensed activity	March	392
What not to do	Nov.	4
Witness fined	May	395