



REAL ESTATE

Bulletin

EDMUND G. BROWN, *Governor*

January-February 1963

MILTON G. GORDON, *Commissioner*

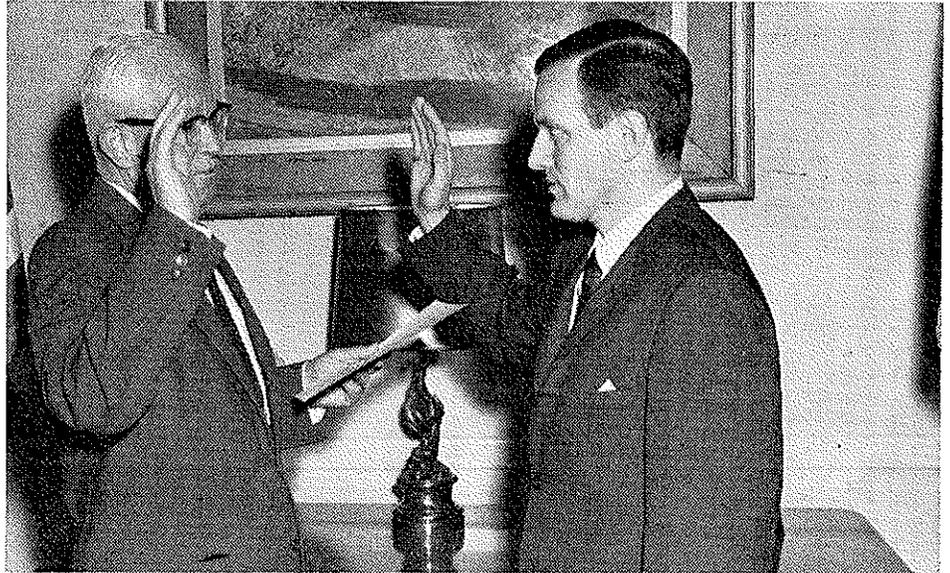
MILTON G. GORDON NAMED REAL ESTATE COMMISSIONER

On Wednesday, January 16, 1963, Milton G. Gordon took oath of office as Real Estate Commissioner of California in the office of Secretary of State Frank M. Jordan, with the latter officiating, in the presence of staff members and leaders from both houses of the State Legislature. Governor Edmund G. "Pat" Brown had announced the appointment some 10 days earlier.

Mr. Gordon, at 40 the youngest man ever to be called to this administrative post, brings to his assignment a dynamic approach and a dedicated commitment to the proposition that state government in general and his agency in particular exist to carry out the will and serve the interests of the people of California.

A native of Detroit, Michigan, he received his bachelor of arts degree in public administration from Wayne State University and his master of arts degree in political science from UCLA.

After service in the Army, he was appointed to the United States Department of Labor's Wage and Hour Division. For the last 14 years he has been a licensed real estate broker active in the affairs of organized real estate for the past eight years. A member of both the Beverly Hills Realty Board and the Los Angeles Realty Board, he served on several important committees attached to the latter and did duty as secretary and as one of the Board of Governors of the Westwood Division of the board. He was a member of the California Real Estate Association, the National Association of Real Estate Boards and the National Institute of Real Estate Brokers.



Milton G. Gordon (r) takes oath of office from Secretary of State Frank M. Jordan.

In February of 1962, Mr. Gordon was appointed by Governor Brown to membership on the California Real Estate Commission. In his new capacity as Real Estate Commissioner, he is a member of the Governor's Council, a member of the three-man Public Works Board, and chairman of the Real Estate Commission.

Aside from his professional associations the new commissioner is past commander of the American Legion Beverly Hills Triangle YMCA Post and a member of the Board of Directors of the United Nations Association of Los Angeles.

When asked for a statement of policy, Mr. Gordon said he intends to acquaint himself thoroughly with the structure, procedures, and personnel of the agency which he now heads, so that achievement of objectives which have been assigned to it may be ac-

complished in the most efficient and practical manner. "We want this agency to be the best in state government," he said, "giving equal and fair treatment to licensees and the public."

Spelling out his objectives, Mr. Gordon emphasized a determination to "explore every possibility for even closer scrutiny of out-of-state land sales" than may have been given thus far.

Beyond this he indicated that it would be the intention of his administration to carry out the policies and directives of the Governor's office, to keep the interests of the general public paramount in determining courses of action, to pursue a policy of vigilant enforcement of all real estate and subdivision laws, and to seek in every possible constructive way to contribute to the professional orientation of the real estate industry.

REAL ESTATE BULLETIN

Official Publication of the
California Division of Real Estate

January-February 1963

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DIVISION OF REAL ESTATE

STATE OF CALIFORNIA
EDMUND G. BROWN, Governor

MILTON G. GORDON
Real Estate Commissioner

JOHN E. HEMPEL
Chief Assistant Commissioner

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STUDIES AVAILABLE

A limited number of published research studies are still available from the division's Sacramento main office at \$1.04 per copy (including tax). Please send check with order.

1. "San Diego County Real Estate Investment Groups" by William H. Hippaka and Oscar J. Kaplan, San Diego State College.
2. "Changing Pattern of Industrialization, Land Use, and Values: Sacramento Metropolitan Area, 1950-1961" by B. E. Tsagris and Robert K. Coe, Sacramento State College.

Disciplinary Action—October, November, 1962

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, November, 1962

| Name | Address | Effective date | Violation |
|---|--|--|---|
| Gillman, Stanley..... Real Estate Salesman | 2020 W. Lincoln Ave., Anaheim. | 10/ 2/62 | Sec. 10177 (b) & (f) |
| Israel, Arthur Samuel..... Real Estate Broker | 8447 Wilshire Blvd., Suite 323, Beverly Hills | 10/ 2/62 | Secs. 10085; 10137; 10176 (a), (i); 10177 (f); 10177.5 and Sec. 2971 of R.E. Comm. Reg. |
| Kahn, Rick..... Real Estate Broker | 8421 Wilshire Blvd., Beverly Hills | 10/ 2/62 | Secs. 10085; 10137; 10176 (a), (i); 10177 (f); 10177.5 and Sec. 2971 of R.E. Comm. Reg. |
| Mutual Corporation..... Rick Kahn, President Arthur Samuel Israel, Secretary Real Estate Corporation | 8421 Wilshire Blvd., Beverly Hills | 10/ 2/62 | Secs. 10085; 10137; 10176 (a), (i); 10177 (f); 10177.5 and Sec. 2971 of R.E. Comm. Reg. |
| Alberti, Eugene Oliver..... Real Estate Salesman | 3330 Geary Blvd., San Francisco | 10/15/62 (Granted right to restricted license on terms and con- ditions) | Sec. 10177 (b) and (f) |
| Bentley, William Francis, Jr..... Restricted Real Estate Salesman | 14409 1/2 Califa, Van Nuys..... | 10/16/62 | Sec. 10177 (k) |
| Hoyle, Rhonald Jackson..... Real Estate Salesman | 345 N. Bender Ave., Glendora.. | 10/16/62 | Sec. 10177 (b) and (f) |
| Huber, Paul Arnold..... Real Estate Salesman | Apple Valley..... | 10/16/62 | Sec. 10177 (a) |
| Michael, Robert Keith..... Real Estate Broker | 8045 Foothill Blvd., Sunland.... | 10/16/62 | Secs. 10176 (a), (c), (i); 10177 (d), (f), (j) and Sec. 2830 of R.E. Comm. Reg. |
| Thompson, Helen Louise..... dba Top Dollar Realty Real Estate Broker | 1037 S. Bronson Ave., Los An- geles | 10/16/62 | Sec. 10177 (j) |
| Danford, Patrick Daniel..... Real Estate Broker | Apt. 9B, 390 S. Houser Blvd., Los Angeles | 10/24/62 (Granted right to restricted license on conditions, said license shall be suspended for 90 days upon effective date of order) | Secs. 10176 (a), (b), (i) and 10177 (f) |
| Harpole, Frances Antoine..... Real Estate Broker Real Estate Salesman | 55 S. 11th St., San Jose..... 3026 Van Sansul, San Jose | 10/27/62 (Granted right to restricted licenses on conditions) | Secs. 10176 (c), (i); 10177 (f) and Sec. 2832 of R.E. Comm. Reg. |
| Goen, Donald Farris..... Restricted Real Estate Salesman | 1821 N. California, Stockton.... | 10/30/62 | Sec. 10177 (k) |
| Niday, Raymond, Sr..... dba Niday Realty Co. Real Estate Broker | 1626 E. Tulare St., Tulare..... | 10/30/62 | Secs. 10176 (c), (i) and 10177 (f) |
| Spurlock, Carl Harlan, Jr..... Real Estate Broker | 4856 El Camino Real, Los Altos | 10/30/62 (Granted right to restricted Real Es- tate Salesman Li- cense on terms and conditions) | Secs. 10176 (c); 10177 (d), (f) and Secs. 2830 and 2832 of R.E. Comm. Reg. |
| Reese, Mercier Ludlow..... dba Capital Estates Real Estate Broker | 4056 S. Vermont Ave., Los An- geles | 11/ 5/62 (Granted right to restricted license) | Sec. 10177 (b) and (f) |
| Black, Eugene Robert..... Real Estate Salesman | Hwy. 50 at "Y", P.O. Box 985, Tahoe Valley | 11/ 6/62 (Granted right to restricted license on terms and con- ditions) | Secs. 10176 (c), (i); 10177 (d) and (f) |
| Burroughs, George Warren..... Real Estate Broker | 3222 Oregon Ave., Costa Mesa.. | 11/ 7/62 | Secs. 10137; 10176 (i); 10177 (d) and Sec. 2731 of R.E. Comm. Reg. |
| Jackson, Gerald Richard..... Restricted Real Estate Broker | 3760 Northland Dr., Los Angeles | 11/ 7/62 | Secs. 10176 (a), (d), (i); 10177 (d), (f); 10242 (b) and (l) |
| Taylor, George William..... Real Estate Salesman | 8705 S. Western Ave., Los Angeles | 11/ 7/62 | Sec. 10177 (b) |
| Kneer, Raymond Paul..... Real Estate Salesman | 3401 Hoover St., Redwood City.. | 11/14/62 | Sec. 10177 (b) and (f) |
| Mohrbaecker, Richard Harry..... Real Estate Salesman | 40 Capra Way, San Francisco.... | 11/14/62 (Granted right to restricted license on terms and con- ditions) | Sec. 10177 (a) and (f) |
| Scott, Helen Ruth..... Real Estate Salesman | 5314 Market St., Oakland..... | 11/14/62 (Granted right to restricted license on terms and con- ditions; said license shall be suspended for 30 days upon effective date of order) | Sec. 10177 (b) and (f) |
| Cantor, Isadore..... Real Estate Salesman | 1027 N. Sierra Bonita, Los An- geles | 11/15/62 | Sec. 10177 (b), (f) and (i) |
| Jones, Albert Henry, Jr..... Restricted Real Estate Salesman | 4840 W. Washington Blvd., Los Angeles | 11/15/62 | Sec. 10177 (b) |
| Peebles, Thomson J..... Real Estate Salesman | 3956 S. Harvard Blvd., Los An- geles | 11/15/62 | Secs. 10137; 10176 (i); 10177 (f), (j); 10240; 10242 (b) and (l) |
| Wood, Lee Caston..... Real Estate Broker | 9409 Brighton Way, Beverly Hills | 11/15/62 (Granted right to restricted license on terms and con- ditions) | Secs. 10176 (i); 10177 (d), (f) and Sec. 2831 of R.E. Comm. Reg. |

Disciplinary Action—Continued

| Name | Address | Effective date | Violation |
|--|-----------------------------------|----------------|--|
| Zetar, Alfretta Jones Real Estate Salesman | 3714 Homeland Dr., Los Angeles. | 11/15/62 | Secs. 10130; 10176 (a), (c), (i), (j); 10177 (d), (f) and Sec. 2832 of R.E. Comm. Reg. |
| Hamilton, John Walter dba Hamilton Associates Real Estate Broker | 6209 S. Vermont Ave., Los Angeles | 11/20/62 | Sec. 10177 (b) and (f) |
| Hanson, Reuben Theodore Real Estate Salesman | 602 S. Brand Blvd., Glendale | 11/20/62 | Sec. 10177 (b) and (f) |
| Huddleston, Jesse Jackson Real Estate Salesman | 5200 Gage Ave., Bell | 11/20/62 | Sec. 10177 (b) and (f) |
| Long, Mary Eloise Real Estate Salesman | 1220 Castlemont Ave., San Jose. | 11/20/62 | Sec. 10177 (b) and (f) |
| Walter, Allen Harold Restricted Real Estate Salesman | 517 S. Lake St., Pasadena | 11/20/62 | Sec. 10177 (d) and (k) |
| Calabrese, Jack Joseph Real Estate Broker | 3114 24th St., San Francisco | 11/23/62 | Sec. 10177 (f) and (i) |

Licenses Suspended During October, November, 1962

| Name | Address | Effective date and term | Violation |
|--|---|-------------------------|---|
| Ferris, Jim Real Estate Salesman | 18231 Sherman Way, Reseda | 10/ 2/62 60 days | Secs. 10130; 10137; 10177 (d) and (f) |
| Sigars, Robert Edwin dba Robert E. Sigars Realty Co. Real Estate Broker | 8251 Ventura Canyon Ave., Panorama City | 10/ 2/62 90 days | Secs. 10176 (i); 10177 (d), (f) and (i) |
| Brawner, Frank James Real Estate Salesman | 407 W. Main St., Alhambra | 10/ 8/62 30 days | Sec. 10177 (a), (b) and (f) |
| Lekich, Donald Elliot Restricted Real Estate Salesman | 8925 Keith Ave., Los Angeles | 10/24/62 30 days | Sec. 10177 (d) and (k) |
| Moss, George Edward Real Estate Broker President, All-Coast Investment Corp. | Suite 2, 15445 Ventura Blvd., Sherman Oaks | 11/ 5/62 60 days | Secs. 10175; 10177 (d); 11010 and 11020 |
| Petkin, Robert Elliott Real Estate Broker | 21118 Ventura Blvd., Woodland Hills | 11/ 5/62 60 days | Secs. 10175; 10177 (d); 11010 and 11020 |
| Rankin, Floyd Craig dba Rankin Realty & Investment Real Estate Broker | 44306 N. Sierra Hwy., P.O. Box 484, Lancaster | 11/ 5/62 6 months | Secs. 10177.5 and 10177 (f) |
| Haskell, Pliny Charles Real Estate Salesman Business Opportunity Salesman | 9091 Garden Grove Blvd., Garden Grove | 11/ 7/62 30 days | Secs. 10137; 10139; 10177 (f) and 10302 (c) |

BROKER APPLICANTS: HELP US HELP YOU

Of the 536 broker license applications filed during December, 1962, 207 required further correspondence with the applicant before the application could be put in proper order for processing.

This not only delays final consideration of the applicant's qualifications and the ultimate issuance of his license; it is expensive in terms of personnel time which could better be spent serving those who take the trouble to include all the necessary documentation of their qualification claims with their initial filings. **Before you file, check your facts for accuracy, read your application form carefully, and fill it in completely, including with it valid documentary proof of every experience and educational claim.**

Reasonable Supervision—Another Case History

The Sacramento office of the Division of Real Estate recently received a check for \$224 to cover change of address of a corporation licensed as a real estate broker. In the accompanying letter, it was stated that \$3 was for three specified officers, \$4 for branch office license changes, and the balance of the check to pay for license changes of the 217 salesmen whose names were appended.

A check of agency records showed four of the salesmen listed had left the firm's employ, and one had let his license expire. Moreover, instead of three corporation officers requiring changes of address on their licenses, there were five.

To further complicate the picture, the records showed an additional 20 salesmen listed in the firm's employ beyond those named.

Mr. Broker, how about those licenses on your wall?

BROKER LICENSES

Standards for Weighing Claims of Equivalent Qualification Set by Real Estate Commission

Most applicants for real estate broker license base their claims of qualification for examination upon two years of full-time experience as real estate salesmen within the past five years. But there are also numerous claims based on "equivalent experience" or education, or a combination of two or more of these elements: some salesman experience, some equivalent experience and some specialized real estate education.

All claims of qualification other than those which show two years of salesman experience must be passed upon by a committee of not less than three members of the State Real Estate Commission. Under the law, neither the commissioner nor any member of his staff may decide on the adequacy of such a claim—the responsibility rests directly on the commission. The variety of "combination claims" is almost endless and the commission has wrestled with the problem of providing a set of standards which will help the potential candidate for real estate broker license to decide for himself whether he has a reasonable chance of qualification.

No claim of qualification is considered by the commission unless it is accompanied by the fee, a completed application and documentary support of the claimed experience and education. Incidentally, the fee is not refundable in the event the applicant's claim is not approved by the commission, but it remains to his credit for three years, giving him an opportunity to gain the experience or education he was lacking.

As noted above, there have been an immense variety of combination claims presented to the commission and that body, after long consideration of the problem, has evolved a set of guidelines covering the more typical claims.

Although no individual member or future member of the commission is bound by all the guidelines and although each claim will be adjudged

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STANDARDS IN WEIGHING BROKER QUALIFICATIONS

(Continued from page 587)

on its individual merit, it will be established policy, barring information which would tend to weaken the value of the education or experience gained, to weigh factors and approve claims in accordance with the following:

1. Full-time salesman activity shall require at least 40 hours per week to be actively devoted to the business. No additional credit will be given for more than 40 hours' activity.

2. Part-time activity as a real estate salesman will be given credit on a pro rata basis. For example, 20 hours' activity per week would be given credit as half-time employment, and four years of such employment would be required to qualify for a broker license.

3. Salesmen who claim full-time employment of 40 hours per week but who are employed as full-time employees in another industry will not ordinarily be credited in excess of 20 hours per week maximum, or half-time employment in the real estate business.

4. Previous experience as a real estate broker in California will be considered on the same basis as salesman experience in California.

5. Members of the California Bar will generally qualify for real estate broker license on the basis of their education and experience.

6. Graduate attorneys, not members of the California Bar, will generally qualify on the basis of equivalent education.

7. The commission will give consideration to applicants' experience in such vocations as building contractor, escrow officer, title company employee, bank employee with real estate loan and appraisal experience, employee of land department of some company, real estate speculator, land developer or subdivider. However, the commission will not regard such experience as being equal to that of the experience of an applicant having had an equivalent period of time as a full-time active real estate salesman. Certain credit may be given, however, depending upon circumstances in the individual case.

8. Graduates of colleges or universities who complete recognized courses

in real estate subjects after graduation will be afforded the same credit as if those courses were taken as part of the undergraduate work.

9. A college graduate with six units of real estate courses and one year of full-time real estate salesman experience would qualify.

10. A college graduate with a Real Estate Certificate from the University of California Extension Division or from one of the junior colleges issuing a certificate equivalent thereto would qualify.

11. An applicant from out-of-state who submits evidence of being a licensed real estate broker in another state, and whose application also includes verification that he had been working full time in that capacity, will qualify.

12. An applicant with one year's full-time California licensed real estate salesman experience plus the Real Estate Certificate from the University of California Extension Division or from one of the junior colleges offering an equivalent certificate or who has an AA degree with major in real estate awarded by a California junior college will qualify.

13. An applicant with one year's full-time California real estate salesman experience gained within the five years prior to the date of his application, supplemented by at least two years' full-time California licensed salesman experience gained more than five but less than 12 years prior to the date of his application, will qualify.

14. A college graduate with a degree or specialization (12 units in real estate courses, completed either during his undergraduate or graduate years) in real estate will qualify.

15. A subdivider or licensed general contractor with six months' full-time work as a California licensed real estate salesman and six units of real estate courses will qualify. If the applicant has had no real estate salesman employment, nine units of real estate courses are required to qualify.

16. One and one-half years' full-time real estate salesman employment and six units of real estate courses will qualify.

More Colleges Adopt Real Estate Degree Program

Fullerton Junior College and Ocean-side-Carlsbad Junior College became numbers 36 and 37 respectively in the growing list of community, two-year institutions of higher learning which offer an AA degree in business with a major in real estate.

Most of the others of the 68 junior colleges in the State offer one or more real estate courses and a number of them are planning the development of full-fledged majors or certificate programs in real estate.

The degree of educational progress shown by this achievement becomes more evident when measured against the fact that, when this agency began to implement its developmental program in 1960, only a handful of opportunities for scholastically recognized professional training and advancement at the junior college level existed in California.

17. Two years' full-time employment as a California business opportunity salesman and real estate salesman with real estate and business opportunity activities divided equally, or with a predominance of real estate activity, will qualify.

18. One year as a full-time real estate salesman in addition to three years' experience as an escrow or title officer will qualify.

19. Ten years' experience during the past 20 years as a real property fee appraiser or salaried real property appraiser for a governmental agency plus six units of real estate courses will qualify.

20. Four years' experience in the speculative building, selling and leasing of multiunit buildings, industrial and commercial buildings and shopping centers and six months' real estate salesman experience plus six units of real estate courses will qualify.

Note: In all cases "real estate courses" are those offered by accredited institutions of higher learning.

EDUCATIONAL ADVANTAGES EXPLAINED

The case for an organized approach to real estate education has been well stated by Richard U. Ratcliff, Professor of Land Economics, University of Wisconsin, in the preface of the University of California correspondence course in Principles of Real Estate.* Dr. Radcliff writes:

"We all know a little about real estate, some more and some less; and we all know a little medicine, or law or auto mechanics. But for the most part, our knowledge of each one of these subjects is incomplete and unorganized. Even persons who have been in occupations concerned with real estate selling, financing, development, or management may have substantial gaps in their understanding of the fundamentals of the subject.

"The advantage of an orderly and organized study of real estate for the complete novice is undeniable. And for the person who has picked up some knowledge in a piecemeal fashion, the advantages of a comprehensive and orderly presentation of fundamentals lie in filling in the gaps and in providing an orderly framework of thought and principles into which he can fit the knowledge which he has gained through experience. By this process, he will considerably enhance the usefulness of what he already knows.

"A special word on the marketing of real estate. The brokers and sales-

men who are engaged in the marketing of real estate outnumber a thousand to one the specialists in other phases of the industry. **But the professional approach is no less appropriate—and profitable—in real estate selling than in real estate finance, appraising, or management. Brokers and salesmen find themselves in a professional relationship to their clients.**

"They are more than sales agents of the owners, for they must give them investment counsel on matters of value and price, on the timing of the sales effort, on optimum expenditures for renovation and repair. On the other hand, buyer-prospects rely on them for honest and competent investment advice in respect to available properties and for expert assistance in arranging financing.

"The professional function of the broker and salesman lies in the guiding of clients to sound real estate decisions. This is the substantive and specialized aspect of the real estate marketing operation, important as may be the skills in merchandising and negotiating. If the sales agent is not knowledgeable concerning the commodity, real estate, and not understanding of the factors which affect productivity and value, his selling efforts will be ineffective and his investment counsel worthless."

* Financed in part by allocation from the Real Estate Education and Research Fund.

Sellers of Life Care Homes Should Know Related Law

During the 1961 Legislative Session a bill was passed that added to the Welfare and Institutions Code a Section 2358.5. This section relates to the sale of a "life care" home and, therefore, could involve any real estate agent. Even though licensed brokers and salesmen are not specifically responsible for seeing that the Welfare and Institutions Code is complied with, they should be in a position to advise of these code requirements.

Section 2358.5 of the Welfare and Institutions Code requires the approval of the State Department of Social Welfare be obtained before the holder of a certificate of authority to enter into "life care" agreements may sell

or transfer the ownership of a facility in which life care guests reside.

The purpose of the section is to prevent the possibility of a sale of a "life care" home to a new owner who may not qualify for a certificate of authority. With the former certificate holder out of the picture, such an unapproved transfer may leave the aged life care residents without effective means to enforce their rights under existing life care contracts.

For further information or questions regarding this law, write to Albert C. Ricksecker, Chief, Bureau of Fiscal Services, State Department of Social Welfare, 722 Capitol Avenue, Sacramento 14, California.

Questions From the Field

In this column we propose to list and answer questions which have been asked often enough to indicate widespread need of clarification. In this issue attention is devoted to questions repeatedly asked with respect to licensing problems and procedures.

Q. Are forms required for requests for branch office licenses and for changes of main office address on a broker's license?

A. No. All that is required is your personal signature, with the correct address, and \$1 for each license concerned.

Q. Do I have to renew my license even though it is inactive?

A. Yes. Full renewal fees must always be paid, regardless of whether you plan to remain active or inactive.

Q. Can a second original salesman's license be issued on an inactive basis?

A. No. A second original salesman license must be issued on an active basis.

Q. Can information be transferred from one type of application to another, or from an old application to a new one?

A. No. Completed applications are required each time.

HOLD THAT LICENSE!

A practice which can and does lead to problems for an employing broker is that of allowing a salesman, who says he intends to transfer or inactivate his license, to obtain it personally for the presumed purpose of bringing it to a Division of Real Estate office for proper disposition.

For his own protection the broker should return the license directly to this agency since the salesman might carry the license about indefinitely. During this time division files would still show him in the employ of the broker who could be held responsible for the salesman's activities which require a license.

An employing broker is responsible for the license of each salesman so long as it remains in effect. He should control it at all times!

Educational Prerequisites Gain Authoritative Support

James M. Boring, President of the Florida Association of Realtors, in an article prepared especially for the *Florida Realty News*, cites the vital need of today's real estate agent for a high level of mastery of "that body of knowledge in which the real estate profession is considered to be proficient" and commends license law officials, industry leaders and educators for co-ordinating their efforts during the past few years to provide answers to this need.

Looking at the nation as a whole he says, "The results of this concentrated effort are becoming more apparent almost daily. Licensing requirements are being amended in many of the states (Florida is one, effective January 1, 1963) to require education. Educational programs * conducted on a voluntary basis are more prevalent than ever before. More and more colleges * are offering degrees in the field of real estate, and it is evident that the younger persons now entering the profession are far better qualified than the older members."

To continue to meet this challenge, he submits that not only must educational prerequisites of the highest practicable level be grounded in license law, but that educational opportunities must be extended to those now licensed who obtained that status under less demanding conditions.

Referring to the program so far evolved in his home state, he says, "Every consideration possible has been given in the establishment of this program toward the end that it satisfy the present needs of the profession. The course material and its method of presentation are designed to meet not only good scholastic standards, but the practical ability of the practicing members of the profession, as well as those who are coming into the profession in later years, to accept it. We do not feel that it is too optimistic to believe that not too far in the distant future our profession will improve its standards to the extent

* California's institutions of higher learning offer far more, and a wider range of, real estate courses than are available any place else in the country. But this state, unlike Florida, Pennsylvania and other states, has no educational requirement for licensure.

EDUCATION AND RESEARCH QUERY REVEALS STRONG LICENSEE APPROVAL

That the great majority of licensees strongly support the real estate education and research program and its objectives is indicated by the returns from a questionnaire which the Division of Real Estate began mailing to a cross-section of licensees in mid-November. The questionnaire was designed to draw from licensees their own evaluation of the program as now administered, and all precautions were taken to assure that the questionnaire went to a random sampling of license holders.

A surprisingly high percentage of licensees who received the questionnaire took the time to weigh the questions asked, check out their answers, give their comments or suggestions as requested and return the completed questionnaires.

As this *Bulletin* goes to press, 677 completed questionnaires or more than 35 percent of the total mailing of 1,912, had been returned—an almost unprecedented rate of response to a questionnaire of this kind. Geographically, responses were well distributed throughout the State and closely proportionate to the number of licensees in each county. It would seem to indicate that real estate people—both salesmen and brokers—are vitally interested in a program which offers hope for the advancement of their business toward professional stature.

Responses expressed an almost overwhelming preponderance of approval of the multifaceted real estate education and research program. Some examples of answers to given questions are:

- The question: "Have *Real Estate Bulletin* articles, research digests or reports, or trade publication digests based on research been of interest or value to you?" Brokers answered "yes" 281 to 5; salesmen 334 to 24.
- The question: "Are you generally satisfied with the current trend in junior college real estate education?" (a trend stemming primarily from this agency's encouragement and sponsorship of conferences, workshops and seminars). The answer: 464 "yes"; 73 "no." Interestingly, a number of those making negative responses commented that junior college students might be too immature to embark in the business of real estate selling, apparently overlooking the fact that the majority of people enrolled in junior college real estate courses are adults already licensed.
- The question: "Are you generally in favor of continuing support of research studies at the state college level?" Brokers answered "yes" 236 to 14; salesmen 317 to 13.
- The question: "Do you think the university (real estate research) program should be supported at about its present level?" Brokers were affirmative 201 to 66; salesmen 266 to 94. However, of the 160 persons who answered in the negative, 115 said they thought research efforts at the university should be increased.
- The question: "Are you generally satisfied with current policy with respect to allocation of funds to support the University Extension Real Estate Certificate Program?" Brokers affirmed 203 to 27; salesman 260 to 22.
- The question: "Do you feel that 25 percent of license fees now set aside by law for real estate education and research in University of California, the state colleges, and the junior colleges is adequate, should be increased, or should be decreased?" The responses were: "is adequate" 308; "should be increased" 210; "should be decreased" 19.

that a degree in real estate from some accredited college or university will be a requirement for those desiring to engage in it."

Keep Up to Date
License application forms change from time to time. Use current forms only!

False Claim of Experience Costs Two Their Licenses

Making misrepresentations as to experience when applying for a real estate broker license recently lost two people their licenses. A San Francisco real estate salesman who had been licensed for about three years made application for real estate broker license, claiming at least two years' full-time experience as a real estate salesman.

A statement ostensibly signed by the broker who had "employed" the claimant for about 20 months, said the salesman had worked full time—making no listings, no sales, no exchanges and no commissions—that he specialized in rentals. Upon investigation the broker disavowed the signature, said the salesman's license "merely hung in her office," further pointing out that her office did not accept rental business.

For about six months prior to making application for broker license the salesman was in the "employ" of his wife, also a broker, who certified "under penalty of perjury" that he had worked full time during the period. But no mention was made of the fact that he had a full-time job in an entirely unrelated field at the same time.

Accusations were filed against the broker license applicant and his broker-wife who signed the form, charging them with a scheme to procure a real estate license by fraud, misrepresentation and deceit, and with making material misstatements. The charges were proved to the satisfaction of the hearing officer who recommended revocation of both licenses, a recommendation which was followed by the commissioner.

A PATENT FACT

"A proper motto upon your wall,
Do it right or not at all;
But a far, oh far, more proper
fact is
This rule translated into practice!"

Examination Inventory Is Strengthened

A newly-constructed renewal real estate salesman license examination has just been placed in use throughout the State, and a new original real estate broker license examination is going through the final checking process before candidates for license are tested with it.

In addition to these two steps in the never-ending process of strengthening and improving the license examination program, a considerable amount of new material is being processed for addition to the stock of perfected and approved problems and questions.

REAL ESTATE EDUCATION GOES TV

Wisconsin educational television stations have pioneered a new approach to real estate education with the showing of a course in "principles of real estate," consisting of 16 consecutive one-half hour programs. The course, ultimately planned to be telecast in all sections of the state, is jointly sponsored and underwritten by the Wisconsin Real Estate Brokers' Board, the Milwaukee Board of Realtors, the Wisconsin Real Estate Association and the Institute of Technology, a branch of the Milwaukee Vocational and Adult School.

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