

# **S P R I N G 2 0 2 3**

V I R T U A L C O N F E R E N C E



California Community Colleges  
**REAL ESTATE EDUCATION CENTER**

**APRIL 20-21, 2023**





# WELCOME

Emily Maynard, M.A. - CCCREEC Project Manager

Welcome to the Spring 2023 CCCREEC conference!

I'm glad that you are joining us for updates on California real estate and appraisal practices, and faculty professional development. I hope that this event will give you the knowledge and encouragement to prepare students for successful real estate and appraisal careers in California.

CCCREEC supports the California Community Colleges Vision for Success goals of increasing certificates and transfer rates, improving employment opportunities, and reducing achievement gaps among traditionally underrepresented student groups.

Our presentations should support you in your efforts to improve your students' lives and and make the California Community Colleges the best option for real estate education.

If you need anything to improve your conference experience, please let me know. As always, I welcome your feedback via email at: [hello@cccreec.org](mailto:hello@cccreec.org).

# SCHEDULE

## Thursday, April 20 - Faculty Pre-Conference

**12pm - 1pm** - Faculty Pre-conference Virtual Networking

**1pm - 2pm** - DRE Education & Licensing Updates - *Eileen Brewster & Patrick Dunne-Phillips*

**2pm - 3pm** - Teaching & Learning Online with Canvas: Updates & Tips - *Cheryl Chapman, M.S.*

**3pm - 4pm** - Designing & Updating Real Estate Curriculum with DEIA Principles - *Nili Kirschner*

## Friday, April 21 - General Conference

**8am - 9am** - General Conference Virtual Networking

**9am - 9:15am** - CCCREEC Welcome & Updates - *Emily Maynard, M.A.*

**9:15am - 10am** - The NEW Buyer Representation Agreement: Explaining the Contract and Overcoming Objections - *Edwin Estes, J.D.*

**10am - 11am** - Who Gets to Call California Home - *Dowell Myers, Ph.D.*

**11am - 12pm** - Avoiding Enforcement Actions through Legal & Ethical Practice - *Chika Sunquist & Jason Parson*

**12pm - 1pm** - Meal Break & Virtual Lobby Networking

**1pm - 2pm** - Economic Report & Forecast - *Jon Haveman, Ph.D.*

**2pm - 3pm** - Real Estate Legal Updates - *Abraham Sandoval, Esq., LL.M.*

**3pm - 3:30pm** - Post-conference Discussion & Virtual Networking

# SPEAKERS

## **Eileen Brewster**

Eileen Brewster is a co-manager for the Licensing Division at the California Department of Real Estate (DRE). She graduated from CSU, Sacramento with a BA in Liberal Studies. Eileen has worked for the DRE on and off since 2001 in various areas of the licensing program and spent a brief few years in the elementary education field. She is a DRE standing member on the California Community Colleges Real Estate Endowment Advisory Committee. Email: [eileen.brewster@dre.ca.gov](mailto:eileen.brewster@dre.ca.gov).

## **Patrick Dunne-Phillips**

Patrick Dunne-Phillips is the manager of the Exam Administration and Development Unit and the Education and Research Unit at the California Department of Real Estate. Patrick joined the DRE in 2017 and has worked in various areas of the licensing program. Email: [education@dre.ca.gov](mailto:education@dre.ca.gov)

## **Cheryl Chapman**

Cheryl Chapman earned a Bachelor of Science degree in Education (ESU, PA) with teaching certificates in Early Childhood, Elementary and Special Education. She received a Master of Science degree in Educational Technology, (emphasis in Instructional Design) from Misericordia University. In her current role as an instructional designer for @ONE-CVC, Cheryl guides faculty through the course development and online facilitation process, to produce accessible, engaging, and relevant courses, while highlighting Universal Design. Email: [cchapman@cvc.edu](mailto:cchapman@cvc.edu)

## **Nili Kirschner**

Nili Kirschner has served as the faculty co-chair of the curriculum committee at Woodland Community College for over a decade. As a member of the California Community Colleges Curriculum Committee (5C), Nili helped develop DEI in Curriculum: Model Principles and Practices. She is currently serving a fourth term on the ASCCC Curriculum Committee and helping organize the Curriculum Institute, ASCCC's largest annual professional development conference. Email: [nkirschn@yccd.edu](mailto:nkirschn@yccd.edu)

# SPEAKERS

## **Edwin Estes, J.D.**

Edwin Estes received his B.A. from the University of Southern California and his J.D. from Pepperdine University School of Law; he was admitted to the California State Bar in 1983. A real estate licensee since 1976, Ed received his California Broker's license in 1984. Ed has taught for Palomar College, MiraCosta College and the CAR Graduate REALTORS® Institute program. He achieved real estate designations: ABR, ABRM, CCIM, CRB, e-PRO, GRI, & SRES. Ed is a full-time, tenured professor and the Real Estate Program Coordinator for Mt. San Antonio College. He is a co-author of the college textbook: California Real Estate Principles (OnCourse Learning) and remains active in the real estate community. Email: eestes@mtsac.edu

## **Dowell Myers, Ph.D**

Dowell Myers is a professor of policy, planning, and demography in the Sol Price School of Public Policy at USC where he also leads the Population Dynamics Research Group. He is a leading expert on changing demographics in California and the United States and how those dynamics interact with housing markets, politics and policy making. Dr. Myers is especially recognized for his research on how demographic trends drive housing and real estate. He served 8 years as an Academic Fellow of the Urban Land Institute, a decade on the professional advisory committee to the Census Bureau, and a term on the National Academy of Sciences study panel on immigration. In California, Dr. Myers has been a leading scholar of housing needs and champions the demographic interconnections perspective. His recent research on housing shortages, filtering, declining mobility and affordability problems has been sponsored by Fannie Mae, the Mortgage Bankers Association, and the National Multi Housing Council. Last year, he completed a major, four-chapter study for the Center for California Real Estate, an affiliate of the California Association of Realtors, titled "Who Gets to Call California Home?" Dr. Myers holds his PhD from MIT, a Master of City Planning from UC-Berkeley, and a BA in anthropology from Columbia University. Many of his publications are available at <https://sites.usc.edu/popdynamics/>.

# SPEAKERS

## **Chika Sunquist**

Chika Sunquist has been the Assistant Commissioner of Enforcement with the California Department of Real Estate since October 2020. Chika has been with the Department for over 16 years. She began her career with the Department in the Enforcement division as a deputy commissioner performing investigations of violations of the Real Estate Law. In 2010, she transferred to the Mortgage Loan Activities unit, and promoted to the supervisor of the Mortgage Loan Activities unit in 2015. Before joining the Department of Real Estate, Chika sold residential real estate and holds a real estate broker license that is on government service status. Email: [chika.sunquist.dre.ca.gov](mailto:chika.sunquist.dre.ca.gov)

## **Jason Parson**

Jason Parson has been in the real estate industry since 2001, performing real estate sales transactions up until employment with the Department of Real Estate in 2009. Working as a deputy commissioner, Jason has investigated hundreds of cases to detect real estate law violations, testified at hearings, and participated in speaking engagements. In 2012, Jason was promoted to the position of supervising special investigator where he supervised a team investigating complaints received by the department. In 2015, Jason earned his Master of Public Administration degree from San Diego State University. In June 2022, Jason was promoted to the district manager position in Los Angeles, where he oversees two teams. Email: [jason.parson@dre.ca.gov](mailto:jason.parson@dre.ca.gov)

## **Jon Haveman, Ph.D.**

Jon Haveman is the Executive Director of the National Economic Education Delegation (NEED). Prior to starting NEED, Jon was a principal at Marin Economic Consulting, a founding principal at Beacon Economics and the Director of the Economy Program at the Public Policy Institute of California. He has been a Senior Economist with the President's Council of Economic Advisers, an Economist with the Federal Trade Commission, and held a faculty position in the Business School at Purdue University. Dr. Haveman holds a Ph.D and M.S. in Economics from The University of Michigan and a B.S. in Economics from the University of Wisconsin. Email: [jon@needelegation.org](mailto:jon@needelegation.org)

# SPEAKERS

## **Abraham Sandoval, Esq., LL.M.**

Based out of Santa Monica, California, Mr. Sandoval is a highly accomplished civil litigation attorney, real estate broker, and mortgage loan originator, with extensive experience in various aspects of real estate, development, banking, and law. Mr. Sandoval routinely represents buyers and sellers in a variety of real estate litigation matters ranging from construction defect cases to fraud and breach of fiduciary duty matters in both bench and jury trials. Mr. Sandoval served as two-time Chair of the Real Estate Law Society at Loyola Law School, Los Angeles, concomitantly receiving a Juris Doctor and Master of Laws, in Taxation. Mr. Sandoval also received two certificates in Real Estate and Development from the Ross Program at USC and UCLA Extension. Mr. Sandoval is a member of the California Association of Realtors, the Pacific West Association of Realtors, the Consumer Attorneys Association of Los Angeles (CAALA), Consumer Attorneys of California (CAOC), and a Litigation Section member of the California Lawyers Association (CLA). Mr. Sandoval currently serves as an Adjunct Professor of Real Estate and Law at East Los Angeles Community College teaching Real Estate Principles, Legal Aspects of Real Estate, and Business Law. Email: [asandoval@slawapc.com](mailto:asandoval@slawapc.com)



# ABOUT US

The Real Estate Education Center promotes excellent real estate education at the California Community Colleges. The Center works with instructors to ensure high quality instruction and encourage enrollment, and supports students seeking vocational real estate and appraisal education.

The Real Estate Education Center is funded by the the California Community Colleges Chancellor's Office and the Foundation for California Community Colleges through the the California Community College Real Estate Education Endowment, which was established in 1975. The goal of the fund is to increase the number of real estate practitioners who are able to enroll in real estate education courses at the community colleges. The Center was previously housed at the Yosemite Community College District, then San Francisco City College. Since 2016, the California Community Colleges Real Estate Education Center has been hosted at Saddleback College in Mission Viejo.

The Center supports instructors with professional development, promotes real estate programs, encourages enrollment in real estate and appraisal classes, shares virtual career development opportunities, and promotes student scholarship activities funded by the real estate education endowment.

Website: [www.cccreec.org](http://www.cccreec.org)

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Emily Maynard, M.A. -

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