

**BUREAU OF REAL ESTATE**

1651 Exposition Boulevard  
Sacramento, CA 95815  
(916) 263-8704



June 12, 2014

[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

Subject: Real Estate Education Provided by the California Community Colleges

Dear President [REDACTED]:

Real estate is of critical importance to individuals and families in California, and vital to the economic health of the State.

Myriad jobs are provided by and wedded to the real estate industry and those businesses associated with the industry, including escrows, title companies, developers, and mortgage providers.

A quality real estate education is crucial to those who perform those jobs, and to those who will rely on professional real estate services. Moreover, as the real estate and mortgage markets recover from the downturn which began in late 2007, jobs in the real estate and related industries will help drive down unemployment and further restore consumer confidence in the real estate, mortgage and housing markets.

The 112 California Community Colleges are a principal and crucial source for quality real estate education for real estate agents, mortgage brokers, escrow providers, and related practitioners. However, according to statistics from the California Community College Chancellor's Office "DataMart", only 61 of California's community colleges continue to provide real estate education programs.

This letter is written to ask that you please consider maintaining, reinstating and/or expanding your college's vocational real estate program. Community college real estate classes do far more than provide effective pre-license and continuing education coursework for licensees. Dispossessed homeowners can complete real estate coursework to sharpen their financial literacy skills for reentry into the market. Prospective residential property managers can hone their tenant management and trust fund handling skills in your real estate classes. Mortgage lenders can expand their financial and economic expertise to better react to financial market changes. Moreover, security agents, HVAC mechanics, office staff, green building engineers, and many others, can benefit from skills acquired in your real estate courses. And all of these benefits that are available from your college courses can translate into employment and economic opportunities.

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Your classrooms do and can provide the quality education for tomorrow's real estate professionals and homeowners. With a view toward helping real estate professionals, employment in the real estate field, California consumers, and a growing and vibrant California economy, please consider maintaining, reinstating and/or expanding real estate education in your community college.

Thank you very much.

Yours very truly,

A handwritten signature in black ink, appearing to read "Wayne S. Bell". The signature is written in a cursive, flowing style with a large initial "W".

Wayne S. Bell  
Real Estate Commissioner