



# Fall 2023 California Community Colleges Real Estate Education Center Conference

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# WHAT IS CCCREEC

The Center is funded by a grant from the Real Estate Education Endowment, managed by the Foundation for California Community Colleges.

The REEE was established in 1975 by the California DRE and was managed for 35 years by the California Community Colleges Chancellor's office.

Hosted at Saddleback College since 2016.





# WHO CCCREEC SERVES

The Center supports California Community Colleges

- Real Estate & Appraisal Programs
- Faculty
- Future & Current Students





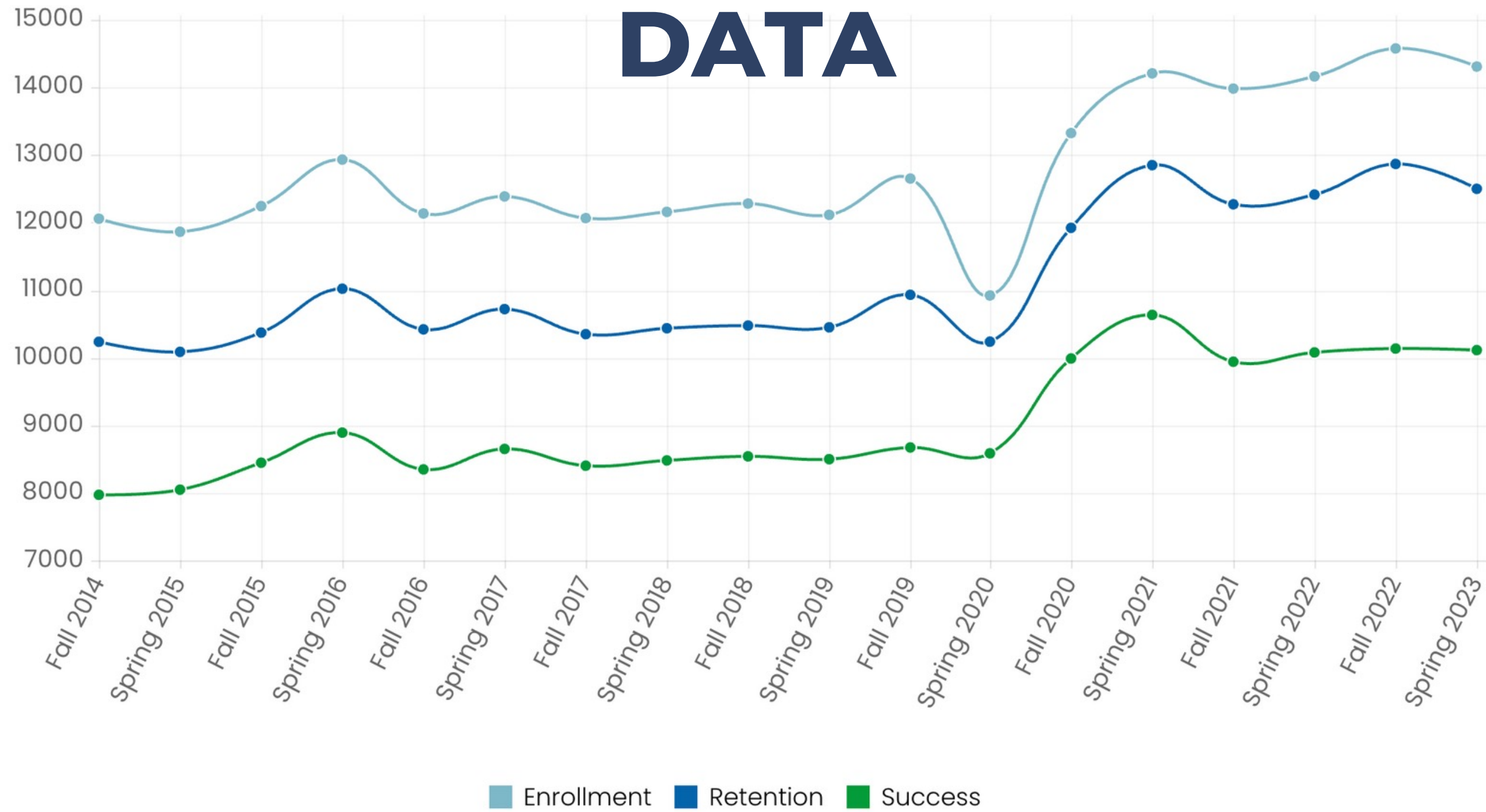


# WHAT CCCREEC DOES

- Support Real Estate and Appraisal Programs
- Encourage Enrollment in Real Estate and Appraisal Career Education Courses through Program Map
- Provide Faculty Professional Development Programs
- Align Real Estate Programs with DRE and BREAs
- Develop Statewide Resources & Data
- Promote Real Estate Student Scholarships (\$59,000!) & Career Opportunities in Real Estate Industries



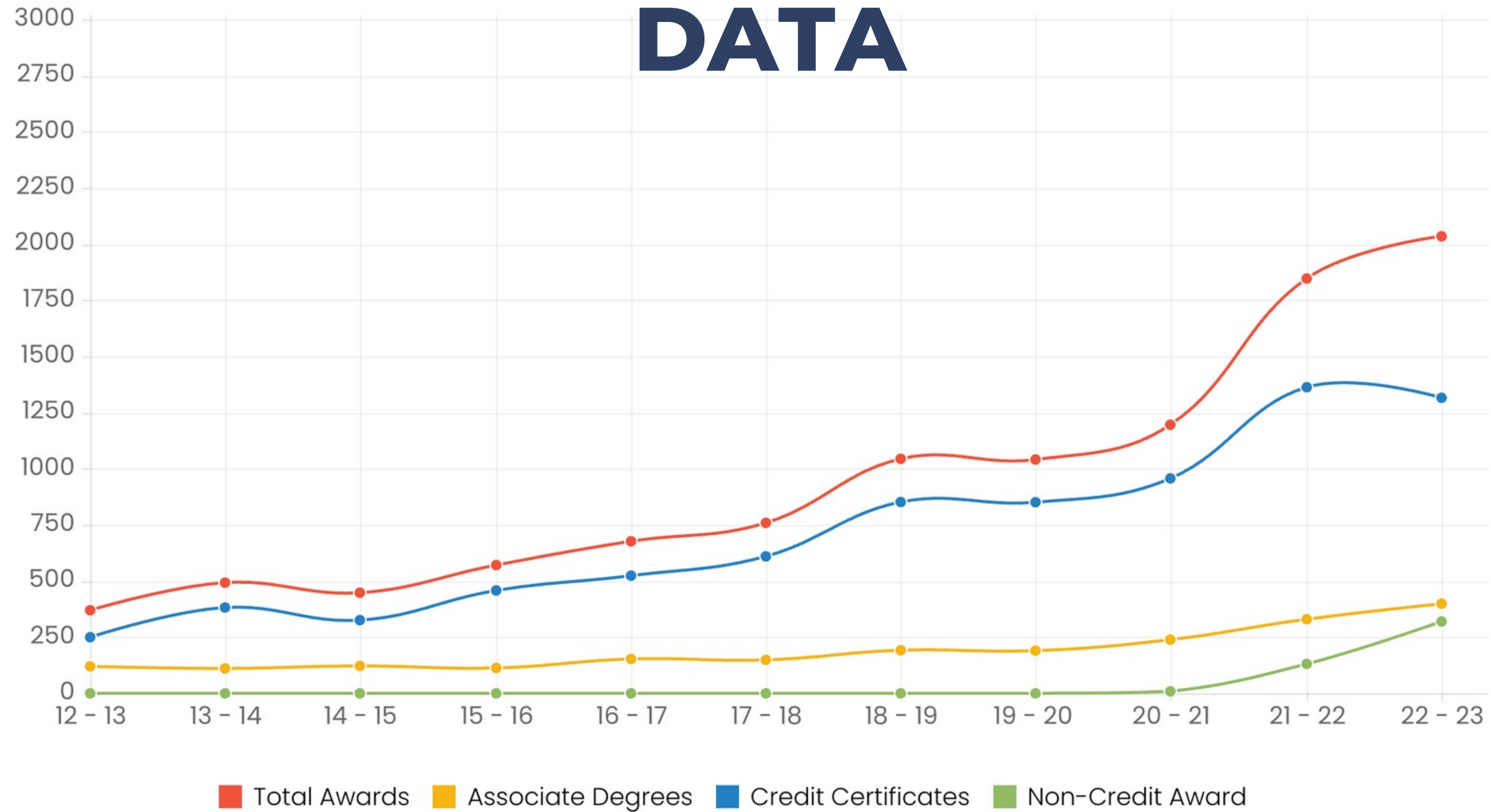
# REAL ESTATE ENROLLMENT





# REAL ESTATE AWARDS

## DATA





# REAL ESTATE ENROLLMENT

## Top Twenty by Enrollment - **DATA** Spring 2023

- Glendale College
- Saddleback College
- El Camino College
- Los Angeles Valley College
- Cerritos College
- West Los Angeles College
- Fullerton College
- Long Beach City College
- Santiago Canyon College
- San Joaquin Delta College
- 11. Chaffey College
- 12. Mt. San Antonio College
- 13. San Diego Mesa College
- 14. Citrus College
- 15. Merritt College
- 16. Los Angeles City College
- 17. Santa Rosa Junior College
- 18. Chabot Hawyward College
- 19. Irvine Valley College
- 20. American River College





# REAL ESTATE ENROLLMENT

## CHALLENGES AHEAD?

Potential Challenges:

1. Real estate home sales at a lower transaction volume due to interest rates.

2. Real estate industries (including commercial and property management) hiring has slowed.

What you can do about it:

- Increase the value proposition for your students
- Make sure you communicate with your deans about upcoming impacts
- Retention strategies for existing students.  
Salesperson to broker upgrades through education?
- Connecting students to jobs/hiring opportunities - reach out to your career centers!





# 2023-2024 CCCREEC

Goals include:

- Supporting compliance with SB 1495 & AB 948 requirements through DRE and BREAA
- Program directory & promoting enrollment to future students
- Aligning real estate courses with statewide initiatives from CCCCO including Vision 2030, ZTC, CDCP Non-Credit, etc.
- Improving connection with industry, including Commercial
- Developing a ZTC Textbook for Intro to Real Estate Careers
- Full allocation of \$59,000 scholarship funds to students
- Connecting faculty across colleges with resources & peer support, projects, job opportunities, etc.
- Making your good ideas into reality!





# REMEMBERING COLLEAGUES

Dr. Donna Lee Grogan, GRI, CPM

- El Camino College
- Mt. San Antonio College
- Cerritos College
- Rio Hondo College

Craig Luna

- Glendale College
- Long Beach Community College





# CONTACT CCCREEC

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