

Real Estate and Land Use Institute

Advisory Committee meeting Monday, February 5, 2024, 10:00 a.m.

Conducted at CSU Sacramento and on Zoom

Minutes

Members present: Christine Baker, Eileen Brewster, Patrick Dunne-Phillips, Hamed Ghoddusi, Mitch Guidry, Nuriddin Ikromov, Jeff Oboyski, Jeanne Radsick, Gerd Welke, Melanie Stallings Williams (Executive Director)

Guest: Chika Sunquist, DRE Commissioner

Support: Wendy Chavira Garcia, Aaron Moore, Kim Shibata

I. Reports and Action Items

A. MSP (moved, seconded, passed) to approve the agenda.

B. MSP to approve the minutes of August 14, 2023.

C. Welcome to Chika Sunquist, DRE Commissioner

D. Discussion & Information Items

a. DRE licensing update - Oboyski, Brewster and Dunne-Phillips.

i. There has been a slight decline in the number of licensees, with a larger decline in the number of new licenses issued. We discussed causes and trends.

ii. The department has been successful in supporting providers in implementing revised Real Estate Practice classes that comply with SB 1495 requirements of covering implicit bias and fair housing law, with 38 private providers and 74 California colleges and universities complying. This has been a concerted effort by the department to provide teaching materials and other assistance so that students would have the necessary course content to meet licensure requirements.

iii. The department is developing updated licensing exam questions and seeks subject matter experts for their advice. Evolving areas include technology and consumer protection, among other topics.

b. Impact of PropTech on RE Profession research results. Ghoddusi presented preliminary findings on the research that he and colleague Amir Hajrasouliha (Cal Poly SLO) have undertaken with support of a grant from RELUI and DRE. Their objectives include creating a conceptual framework to describe the status and future of PropTech, identifying new skills licensees should acquire, proposing guidelines for licensing exam questions that licensing exams, and analyzing the impact of PropTech on the industry and on DRE's operations. The researchers hope to support and disseminate information, particularly

relating to consumer protection and data privacy, along with greater information and insight in the areas of equity and inclusion (both on the client and real estate professional ends). They have assessed current observations from real estate professionals. PropTech may enhance productivity, create new roles for real estate professionals, possibly reduce other roles (while more work is automated), or create greater autonomy. Opportunities for PropTech include creating greater transparency, implementing more efficient and effective training, and using RegTech to ensure compliance.

- c. Scholarship report. The committee approved a trial plan proposed by the Chancellor's Office to have students apply the semester preceding the grant of a scholarship. Because of delays in implementing a new application process (and coordinating the technology among all campuses) the application for Fall, 2023 scholarships was delayed until late spring, 2023 (after the semester had ended for many campuses), resulting in about half the number of applications as in the past. Working out these glitches should allow for the application deadlines to occur during the semester so that we get the benefit of faculty promotion of the program.
- d. Real Estate Practice class SB 1495 assessment results. Williams created an experiential fair housing/implicit bias assignment to meet the requirements of SB 1495 that is available without licensing fees for use at all California state colleges and universities. A monitored simulation and assessment of the assignment showed that the assignment was both needed and effective. Students appeared to demonstrate bias in two hypothetical real estate transactions (77% and 97%). Students found the assignment more effective than a different online simulation (64%) and believed that it would make them a better real estate professional (95%). Students either did not feel uncomfortable about their results (41%) or thought that any discomfort was either "very important" (41%), "kind of important" (8%), or were neutral (8%).

III. Next annual meeting: Friday, August 16, 2024, 10:00 a.m., Chancellor's Office, Long Beach.