



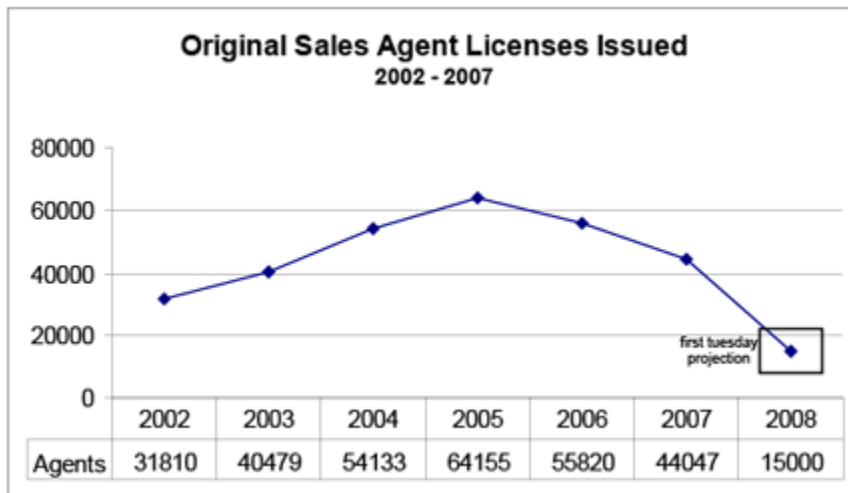
# first tuesday

The California Real Estate Educators

July 2008

Hello,

Total California DRE licensees are presently at 500,000, but will drop to the 400,000 level before rising again in 2015 - 2020. The rate of drop-out due to expiring licenses is accelerating and the number of drop-outs now far exceed the nearly 1,300 new licensees who enter the ranks each month.



47% of all prospective sales agents taking the state exam are passing. The real estate industry needs around 12,000 to 15,000 new licensees annually to support an optimally-sized real estate brokerage community sufficient to service the needs of the public in real estate sales, leasing, and lending. Any greater number of entrants would likely encourage price-fixing as the efficiencies of operations brought about by greater competition would require many to voluntarily cut their fees.

If you know anyone who wants to become an agent, please refer them to us at **first tuesday**. We provide the courses and assistance they need to qualify for a California Real Estate Sales Agent's license. For more information, click [here](#) or call 1-800-794-0494.

Regards,

**first tuesday**

**Your July 2008 Issue:**  
[ [click here](#) ]

**first tuesday**  
**Real Estate Journal Online**

**July Topics**

**RESPA**

Familiarize yourself with the scope and disclosure requirements private lenders must meet under the Real Estate Settlement Procedures Act (RESPA).

**Land sales contracts and lease options**

Brush up on alternative financing arrangements in lieu of a grant deed, note, and trust deed.

**The sales price**

Take a look at what makes up the many financial and tax components of a sales price.

**Landlord duty-of-care**

See what duty-of-care a landlord owes to others to eliminate dangerous on- or off-site activities.

**Landlord prevention of crimes**

Learn what a landlord's

6141 Riverside Avenue #7  
Riverside, CA 92506  
Phone (800) 794-0494  
Fax (877) 319-8510  
<http://www.firsttuesday.us/>

PS - Keep an eye out for the upcoming commencement of the **first tuesday blog**, with provocative commentary on events in the world of real estate!

To be removed from our list, please {UNSUBSCRIBE "click here"}.

responsibility is to prevent crime  
when he or his manager is aware of  
criminal activity on leased property.