



**SAN DIEGO STATE
UNIVERSITY**

The Corky McMillin Center for Real Estate
College of Business Administration

Center News

The Corky McMillin Center for Real Estate

2014 February Newsletter

The Corky McMillin Center for Real Estate Welcomes Brandon Keith to the Real Estate Advisory Board!



During a 20 year career in commercial real estate brokerage, Brandon has completed a wide range of sales and lease transactions totaling more than \$650 Million. Brandon has particular expertise with complex transactions spanning the commercial real estate spectrum of Medical, Office, Specialty Use, and Research and Development property.

Connect with us!



***Conrad Prebys Aztec
Student Union Dedication***

March 7, 2014
4:30 pm - 7:00 pm

RSVP by Feb. 28, 2014

[Register Here](#)

***Are you hiring?
Register for SDSU's Career
Fair!
March 13, 2014***

[Register Here](#)

***Cross-Border Economics
Breakfast Event***

Wednesday, April 30, 2014
7:30am-9:30am
Parma Payne Goodall Alumni
Center

Bycor Sponsors Argus Training Program



The Corky McMillin Center for Real Estate thanks Bycor General Contractors for their generous sponsorship of the Argus Certification Training this March 7th - 9th.

Center Board Member Mike Neal Receives BIA Hall of Fame Award



by Yrsina Colangelo



by Yrsina Colangelo

[Read More!](#)

Real Estate Major and RES Officer Receives SIOR Scholarship

Congratulations to Carolina Conway for winning the \$1,000 SIOR San Diego Chapter Scholarship! Carolina is a current SDSU Real

[Register Here](#)

Be Our Sponsor

For sponsorship opportunities, call Gloria Negrete at [619.594.8328](tel:619.594.8328) or email gnegrete@mail.sdsu.edu

Crittenden National Real Estate Conference



May 6-8, 2014

Save \$100 for being in our network! - Use discount code [SDSU](#) and register today!

[Register Here](#)

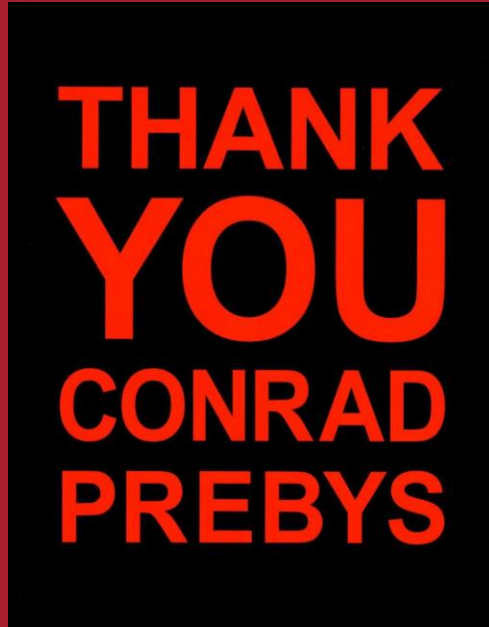
*Calling All
Real Estate Alumni*
Stay Tuned for future Real Estate Alumni Events!

Need Interns?

Email Gloria Negrete, Program Manager at gnegrete@mail.sdsu.edu

Estate major and the Executive Director of the Real Estate Society at SDSU.

Conrad Prebys Makes Largest Gift Ever Given to SDSU!



On February 5, 2014 San Diego State University unveiled the new name of the student union - the Conrad Prebys Aztec Student Union. Philanthropist Conrad Prebys generously provided SDSU with an endowment of \$20 million that will be used for scholarships that will support approximately 150 students annually. The gift is the largest single donation ever received by the school.

[Read full article featured in the SDSU NewsCenter.](#)

San Diego State University Adds Green Roof by LiveRoof to the Conrad Prebys Aztec Student Union

Green Roof Brings the Conrad Prebys Aztec Student Union closer to LEED Platinum Goal.

SDSU goes green by installing a "LiveRoof ®" on top of the new Conrad Prebys Aztec Student Union. A LiveRoof ® is a green roof installed with full-grown plants. The roof on top of the student union will be supported by the storm water runoff directed to three 50,000 gallon tanks situated below the courtyard. The roof is

Real Estate Advisory Board Members:

Chair: Mark McMillin

John Agle

Scott Brusseau

Stephen Coslik

Louis Galuppo

Brandon Keith

Paul Kerr

David Malcolm

Mike Marino

Scott McClave

Mike Neal

Mark McDonald

Fred Pierce

Rick Reeder

Mark Selman

Russ Sande

Tim Wright

Founding Partners

approximately 1,380 square feet and contains a plant mix "that takes into consideration the harsh, roof top temperatures that inland San Diego experiences throughout the year." In addition, the roof will be a great spot for students to utilize for relaxation, socializing, and of course doing homework. The LiveRoof® was installed by Florasource, Ltd. a San Clemente company and Southern California representative for the supplier LiveRoof® LLC out of Michigan. The roof was installed in November and can be toured by contacting the student union. The installation of the green roof brings the union one step closer to achieving LEED Certification.

[Read More!](#)

The Corky McMillin Center for Real Estate Staff Attends the San Diego Business Journal's Book of Lists Party

Real Estate Center staff attended the *San Diego Business Journal's* Book of Lists Party.

This year's Book of Lists event was held at the San Diego Hall of Champions in Balboa Park. The room was filled with representatives from all sectors of San Diego's business community. The event was attended by Dawn Eisenberg, the Director of the Center and Gloria Negrete, the Center's Program Manager.

[Read More!](#)

Center Director Attends Bisnow's San Diego Retail Real Estate Summit

Mike Holmes, a partner with Allen Matkins, led a panel of local retail specialists in a discussion about San Diego's retail real estate market, the status of retail as an industry, and the future of retail in general. The panelists included: Bill Gerrity of The Gerrity Group, Stuart Tanz of ROIC, Pete Bethea of Cushman & Wakefield, Gregg Sadowsky of Regency Centers, and Sumeet Parekh of HP Investors.

[Read More!](#)

Student Recognition

Monica Jimenez, graduating senior and Real Estate major, was recognized by the College of Business for her outstanding accomplishments. Monica is also a Lavin Entrepreneur student and



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Cassidy
Turley



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has been involved with SDSU's Zahn Center. Additional CBA students recognized were Brian Kidwell and Alex Martinez.

Real Estate Society Spring 2014 Kickoff!



The Spring 2014 semester has officially begun for the *Real Estate Society* of SDSU!

The Real Estate Society ushered in another semester with their Spring 2014 kick-off event. Over fifty students and a dozen professionals from the real estate industry crowded into the historic Scripps Cottage for the mixer. While networking and noshing at the buffet, the crowd learned about all of the benefits of Society membership as well as the busy events calendar the student leaders have put together. It looks like another semester of success for the Society!

Real Estate Advisory Board Member Rick Reeder Spoke at ULI's February Breakfast



Rick Reeder of Cassidy Turley, SDSU Alum and Advisory Board Member of The Corky McMillin Center for Real Estate spoke at the ULI panel on the San Diego office market. The panel was moderated by Ian Gill of Highland Partnership, Inc. and included: Rick Reeder of Cassidy Turley; Shawn Tobias of Hines; and Dennis Cruzan of Cruzan/Moore (also an SDSU Alum). The panel discussed the recovery, changing tenant needs, and the future of San Diego office market.

[Read More!](#)

Faculty Speaks to the Press

Foreclosure and Default Rates Lower in 2013, but Jumped in January

While foreclosures and defaults remain low as compared to post Great Recession, January showed a jump in defaults. The defaults for January 2014 jumped approximately 58% from January 2013 and are slightly above December 2013 numbers. Mark Goldman, a lecturer for The Corky McMillin Center for Real Estate at San Diego State University, states that this jump is "disconcerting and something to keep an eye on." [Read full article featured in the U-T.](#)

Home Prices Still Falling

San Diego County has been experiencing a drop in home sales. In

January 2014 sales of homes dropped to the lowest levels since 2013. However, home prices show a slight increase in appreciation over December numbers, but Mark Goldman, of The Corky McMillin Center for Real Estate at San Diego State University believes we are seeing the market adjust to a 3 to 4 percent annual appreciation rate. [Read full article featured in the U-T.](#)

Mortgages get New Rules; Do You Qualify?

On January 14, 2014 new rules regarding mortgage qualifications took effect.

Mortgage lenders will now be required to make sure that borrowers have the ability to repay their loans based on income and assets owned. Lenders will also be required to look at the debt-to-income ratio of the borrower, which in many cases will need to be no higher than 43%. In addition, qualified mortgages cannot include: risky features (terms longer than 30 years); interest only payments; negative amortization; and up front fees and charges cannot add up to more than 3% of the loan balance. There are additional requirements as well. [Read full article featured in the U-T.](#)

Alumni at Work

Center Board Member Rick Reeder Wins San Diego Business Journal's TOP Real Estate Deals Award



Rick Reeder of Cassidy Turley, SDSU Alum and Advisory Board Member of The Corky McMillin Center for Real Estate at San Diego State University won the Office Deal of The Year Award for deals over \$5M at the San Diego Business Journal Top Real Estate Deals of 2014 event last week. The deal was The Heights at Del Mar. Congratulations Rick! (Rick also won *The Daily Transcript's* office transaction of 2013 for the same property).

[Read More!](#)

Scholarships

Robert C. Hird II Memorial Scholarship

Deadline: May 9, 2014 at 3:00p.m. Pacific Time

Scholarship Value: The value of each scholarship award will be determined by the scholarship committee

*See website for eligibility, restrictions, details, and application.

[Apply Here](#)