

REAL ESTATE ADVISORY COMMITTEE

11:30 Private Dining Room

July 14, 2005

Advisory Members Present: Dennis Beene, Shan Clapp, Lisa Harris, Linda Littlejohn, Ken Thompson,

Ex-officio Members Present: Bob Sloger, Business Division Chair
Beverly Vinson, Real Estate Coordinator

Members Absent: Larry Brown, Deana Houlette, Joe Latham, Denise Price, Jill Thurston, Missy Villarreal

The Real Estate Program Advisory Committee met for an 11:30 luncheon meeting in the Private Dining Room at Amarillo College. Beverly Vinson served as Chair for the meeting. Ms. Vinson welcomed the members and guest, Daniel Esquivel, Executive Director, AC Hereford campus, and asked each of them to introduce themselves.

MINUTES

Minutes of the July 22, 2004 meeting were presented for corrections/revisions. Upon a motion by Dennis Beene the minutes were approved as printed.

OLD BUSINESS

Alternative Delivery Courses

Beverly Vinson reported that three core real estate courses (Real Estate Contracts, Law of Agency, Real Estate Finance) have been added to the menu of alternative delivery courses as recommended by the committee.

NEW BUSINESS

Enrollment Report

Mr. Sloger reported the fall 2003 to fall 2004 enrollment statistics. Overall campus enrollment is up and the enrollment in the Real Estate program is up again this year. MCE enrollment decreased slightly and the enrollment for distance education in real estate core courses increased about 1%. Mr. Sloger commended the committee, the faculty, and the program coordinator for making this happen.

Curriculum Changes

Ms. Vinson reported that the Salesperson Certificate, Certificate of Completion and the AAS degree were changed to include the two-hour core courses (Law of Agency, Real Estate Contracts, and Real Estate Finance). This change allows a student to take a distance learning course and apply that toward either a certificate or degree program. Currently, the distance learning courses are only available for continuing education credit. However, once a student has established a transcript at Amarillo College (has taken at least one course), he may have the continuing education hours placed on his transcript for a fee. It is recorded as "credit by exam" on the transcript even though no further testing is required.

Effective fall 2005, students may choose to enroll for either academic or continuing education credit in any of the distance learning courses. They may also choose the on-line or CD-ROM format.

Changes in License Requirements

Ms. Vinson referred the committee to the notice she received from TREC regarding new license requirements effective January, 2006. Pre-license requirements will increase from 180 to 210 total hours with at least 150 in core real estate courses. Four semester hours (60 clock hours) in Principles of Real Estate, two semester hours (30 clock hours) in Law of Agency, two semester hours (30 clock hours) in Law of Contracts; two semester hours (30 clock hours) in core real estate course; and 60 related hours. These requirements will apply to those who file an application on or after January 1, 2006.

The Sales Annual Education (SAE) requirements will also change. A new licensee must submit four semester hours (60 clock hours) for their first renewal and will then move into the MCE cycle after the first year. This will eliminate 30 hours of core previously required.

Ms. Vinson stated that she has some questions regarding our 45-hour courses: 1) whether or not the additional hours in Law of Agency and Law of Contracts will count for the two additional semester hours required; 2) current licensees who will qualify for SAE in January, 2006. She will seek clarification from TREC on these and report to the committee.

Alternative Delivery Courses

A discussion ensued regarding other opportunities for distance learning courses. Shan Clapp commented that each of the appraisal organizations require their specific courses for certification and renewal; therefore, he thinks there would not be enough interest in the distance education courses. Ken Thompson suggested that the mortgage lending industry might benefit from some of these courses. Ms. Vinson will research what is available and the costs to offer the courses; then she will contact the mortgage lending institutions to see if there is enough interest. The two TREC mandated MCE courses "TREC Legal Update MCE" and "TREC Ethics MCE" are now available on-line. Ms. Vinson will prepare the paperwork to seek approval to offer these by alternative delivery.

Moore County Campus Update

Ms. Vinson stated that the Moore County is doing well. Daniel Esquivel reported that five years ago they began with 139 students and they have registered 329 thus far for the fall term at Moore County campus.

Hereford Campus

Daniel Esquivel, Executive Director of the Moore County campus reported on the status of the AC Hereford campus slated to open fall 2005. The Hereford citizens approved a tax increase to support the campus by 91%. A refurbished elementary school was donated by HISD to house the AC campus. Forty classes are scheduled for the first term this fall. Last fall, 79 students were enrolled for AC classes in Hereford. The enrollment thus far is 139 for the first semester in the new facility. Hereford residents are excited and supportive

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of the new campus. Several new industries have committed to coming to Hereford as well as the new Wal Mart that was recently completed. A developer has approval for 150 residential lots. The Real Estate Contracts course is scheduled for Thursday evenings this fall in Hereford. Mark Andrews, a local real estate broker, has agreed to teach. Ms. Vinson is referring all calls from Hereford or Friona to the class on the Hereford campus. The advertising campaign for the Hereford campus will begin next week.

There being no further discussion, the meeting was adjourned at 1:00 p.m.

Respectfully submitted,

Beverly Vinson, Recorder
Coordinator, Real Estate Program

Bob Sloger, Chair
Business Division