

## **REAL ESTATE ADVISORY COMMITTEE**

11:30 Private Dining Room

July 20, 2006

Advisory Members Present: Larry Brown, Shan Clapp, Deana Houlette, Joe Latham, Linda Littlejohn, Becky Swanson, Ken Thompson, Jill Thurston

Ex-officio Members Present: Paul Matney, Bob Sloger, Daniel Esquivel, Renee Vinson, Beverly Vinson

Members Absent: Dennis Beene, Lisa Harris, Denise Price

The Real Estate Program Advisory Committee met for an 11:30 luncheon meeting in the Private Dining Room at Amarillo College. Larry Brown served as Chair for the meeting. Mr. Brown welcomed the members and new member, Becky Swanson, Countrywide.

### **MINUTES**

Minutes of the July 14, 2005 meeting were presented for corrections/revisions. The minutes were approved as printed.

### **OLD BUSINESS**

#### **Changes in License Requirements**

Beverly Vinson reviewed the new Salesperson license requirements effective January 1, 2006.

#### **Alternative Delivery Courses**

Beverly Vinson reported that enrollments continue to increase for the five on-line core real estate courses (Real Estate Principles I & II, Real Estate Contracts, Law of Agency, Real Estate Finance).

### **NEW BUSINESS**

#### **Enrollment Report**

Mr. Sloger reported the Real Estate statistics. Enrollment in the Real Estate program continues to increase. The overall contact hour increase from fall 2000 to fall 2004 was 83%. Mr. Sloger commended the committee, the faculty, and the program coordinator for making this happen.

Paul Matney reported on campus-wide enrollment. AC graduated 1,000+ students on May 12, 2006. Summer enrollment was down possibly because the AC classes began before high school students were dismissed for the summer and/or because classes were scheduled in 3-, 6-, 9-, and 12-week formats. The enrollment for fall 2006 semester is down about 12% at this time. As a commuter school, the cost of gas as well as the tuition increase (AC was 8<sup>th</sup> lowest of 50 in Texas) could be contributing factors. Since this is a base year for state funding, every effort is being made to boost student enrollment and reduce costs. The state's portion of AC revenue 1999 was 48%; in 2005-2006 it was 38%.

### **Pre-license Survey**

Ms. Vinson reported the results of the pre-license survey (given to students at the testing site for the state exam) for students who tested after the fall 2005 semester as follows:

Question 4: 84.6% passed the license exam on the first attempt;

90% passed the exam on the first or second attempt

Question 5: 92% took all three of the mandatory real estate core courses through AC.

Question 8: 95% responded affirmatively "Did your real estate course work at Amarillo College adequately prepare you for the state licensing exam?"

Question 12: 82% felt that they were adequately prepared to enter the real estate field

According to these statistics, students are receiving excellent instruction in their Real Estate courses in preparation for becoming licensed real estate salespersons in Texas.

### **Curriculum Changes**

Ms. Vinson recommended that the committee consider moving the Real Estate Mathematics course in the Salesperson Certificate from Major Course Requirements to Major or Related Requirements. The total number of hours (20) would not be changed. The Real Estate program has had difficulty reporting "completers" over a three-year period. Ms. Vinson believes that one reason is that students who are taking pre-license courses for their Salesperson license are not required by Texas Real Estate Commission (TREC) to take Real Estate Mathematics for pre-license, and once they have passed the license exam, they are not inclined to take this course just so that they can complete the Salesperson Certificate. Therefore, making Real Estate Mathematics one of the choices under Major or Related Requirements would allow students to complete the Salesperson Certificate without being mandated to take Real Estate Mathematics; thus, increase the number of completers in the program.

Upon a motion by Shan Clapp, seconded by Ken Thompson, the motion carried to remove the Real Estate Mathematics course from the listing of Major Course Requirements to an option under Major or Related Requirements in the Salesperson Certificate.

### **Accredited Buyer's Representative (ABR) Course**

Ms. Vinson explained to the committee that AC has been offering the ABR course for agents to fulfill some of the requirements for the ABR designation, because the Amarillo Association requested that AC offer the course. Through the years the provider of that course has been through RealtyU and currently through Real Estate Buyer's Agents Council (REBAC). The current provider fee for the ABR course is \$1,000. The maximum number enrolled in a course for the past two years has been 12. Therefore, Ms. Vinson contends that the costs outweigh the benefits to AC and that we should discontinue as a provider of the ABR course. Upon a motion by Jill Thurston, seconded by Joe Latham, the motion carried to no longer offer the ABR course. The committee suggested that Beverly Vinson inform Denise Price at the AAOR of this fact so that the AAOR will have the opportunity to become the ABR provider should they choose to do so.

### **Moore County Campus Update**

Renee Vincent, Executive Director of the Moore County campus reported that the AC Moore County campus is doing well. Since its inception (January 2000) the Moore County campus enrollment has grown from 129 to 350 in the fall and spring semesters, 2005-6. There are 237 registered thus far for fall, 2006. They are attempting to establish a “one-stop shopping center” to reflect a mini version of the main campus. The demographics of the MCC campus are as follows:

55% Hispanic, 42% white, 3% other

72% female, 28% male

75% 29 years of age or under

87% in district

41% evening only students

19% day only students

40% day and evening students

A \$400,000 construction project has been

### **Hereford Campus**

Daniel Esquivel, Executive Director of the Hereford campus, reported that the AC Hereford campus has 118 enrolled already for the fall 2005 semester. Hereford is a diverse community (70% Hispanic) with two industries coming in—dairy and ethanol plants. They are implementing a life skills program to aid students with banking skills, etc. Becky Swanson recommended that the program include information regarding home ownership for first time home buyers. Deanna Houlette reported that the Dumas Chamber of Commerce hosted a business fair at the Swift plant. It was very successful, but they learned that they needed more bi-lingual participants. She recommended that the Hereford campus might want to host a similar program at the local plants. Programs being offered at the Hereford campus are as follows:

Supplemental Instruction

ACcess Learning Center

Career Inventory

Basic Skills

ESL program

GED prep

The community is very supportive of the AC campus and are pleased with the progress.

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