

REAL ESTATE ADVISORY COMMITTEE
11:30 Parcels Hall – Room 309
July 22, 2004

Advisory Members Present: Dennis Beene, Larry Brown, Barbara Deen, Maria Medina Hathcock, Deana Houlette, Jill Thurston

Ex-officio Members Present: Dr. Paul Matney, Assoc. Vice President for instruction & Division Chair of Language, Communications & Fine Arts
Bob Sloger, Business Division Chair
Beverly Vinson, Real Estate Coordinator

Members Absent: Shan Clapp, Joe Latham, Linda Littlejohn, Denise Price, Howard Smith, Missy Villarreal,

The Real Estate Program Advisory Committee met for an 11:30 luncheon meeting in Parcels Hall, Room 309 at Amarillo College. Larry Brown served as Chair for the meeting. Mr. Brown welcomed the members and asked each of them to introduce themselves.

MINUTES

Minutes of the October 5, 2001, meeting were presented for corrections/revisions. Upon a motion by Maria Hathcock, seconded by Jill Thuston, the minutes were approved as printed.

OLD BUSINESS

SACS Visit

Bob Sloger, Business Division Chair, reported on the SACS visit to Amarillo College. There were only a few recommendations and several commendations made by the team.

Curriculum Changes

Ms. Vinson reported that the curriculum changes that were recommended by the committee at our last meeting were effective fall, 2002. The Real Estate Law course was moved from "Major Requirements" to "Major Options" and Principles I and Principles II were added to the catalog in case a student transferred in the two courses rather than the 60 hour course offered by AC. This also made it possible for AC to offer these two courses in the future. Ms. Vinson stated that AC has recently set up these two Principles courses for alternative delivery (CD-Rom courses).

NEW BUSINESS

Enrollment Report

Mr. Sloger reported enrollment figures (fall to fall) as follows:

- 2000 - 2001 – up 4%
- 2001 - 2002 – up 42%
- 2002 – 2003 – up 21%
- Sp 2004 – up from fall 2003

The pre-registration headcount college-wide for fall 2004 is up 42% from last year. for the

Funding for the biennium is based on contact hours. Mr. Sloger commended the committee for their part in the success of the Real Estate program.

75th Anniversary

Mr. Sloger made mention that there will be several activities related to the 75th anniversary of the college, but the celebration would be minimized due to budget constraints. Dr. Matney commented that he knew of one event scheduled in the fall semester.

Alternative Delivery Course Offerings

Ms. Vinson explained to the committee that all of the alternative delivery courses are only available for continuing education credit, because they are offered through an outside provider for whom we have to pay a fee. We can pass that fee on through continuing education, but we are limited in the amount of tuition we may charge for academic courses.

Computer-Based Courses:

Ms. Vinson reported that two CD-ROM courses (Real Estate Principles I and Real Estate Principles II) are now available for alternative delivery. Students may enroll for the courses at any time, and they have four months within which to complete the course. The student will pay tuition plus the cost of the CD and the textbook.

On-line and/or CD Courses

Law of Agency (30 hour) course is available online. It is basically a pass/fail course, because there is only one test—the final exam—upon which the grade is based. Students have not performed well on this course.

Two MCE courses: “Real Estate & Taxes: What Every Agent Should Know”(6 hours MCE) and “Investment Property Practice & Management” (9 hours MCE) have been approved by TREC and will be available this week.

Ms. Vinson presented opportunities for additional online courses (Exam Prep, Real Estate Contracts, Post-license, and Mortgage lending). The consensus of the committee was that AC needs to offer as many alternative delivery courses as possible in order to compete in the market.

RealtyU

Ms. Vinson reported on the new opportunities through RealtyU. The latest initiative is the Real Estate Apprentice program. Any student who has taken a pre-license course from a RealtyU school is eligible to make application for the 20 bi-annual real estate grants totaling \$250,000 will be awarded beginning January, 2005. An essay is required as part of the application. Details of the program were distributed to the committee. Barbara Deen commented that new licensees are so overwhelmed in the beginning that they wouldn't even know what to do with a coach, etc.

One ABR class made in 2003-2004. The elective course that is now required for the ABR designation is available online through REBAC.

At the mid-year RealtyU meeting in July, it was announced that a \$125 monthly fee would be assessed to each affiliate member for the "Calendar Dates" initiative whereby "Calendar Dates" will be maintained for each school. This is a service to 1) assist RealtyU affiliates to market their classes to a larger potential student market on a national basis; 2) and to create a one-stop-shop for real estate agents for all their real estate educational needs; and 3) to enable them to register online for offline courses.

Ms. Vinson approached the director about the required fee and an agreement has been made whereby the \$125 fee has been waived for AC for a 15-month period of time. AC is to begin offering the Real Estate Professional Society (REPS) course(s) as soon as possible. An instructor must be recruited for each of these courses.

Moore County Campus Update

Ms. Vinson stated that the Real Estate Contracts course is scheduled at Moore County this fall semester on the same night as the Washington Street campus Real Estate Contracts course. This scheduling makes it easier for a Moore County student to transfer to the Washington Street course should the MCC course not have sufficient enrollments.

Hereford Campus

Mr. Sloger announced that the Hereford campus is expected to open fall, 2005. An elementary school building that is no longer being used by the school district is being considered for the site.

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