

REAL ESTATE ADVISORY COMMITTEE

11:30 Private Dining Room

July 18, 2007

Advisory Members Present: Dennis Beene Larry Brown, Lisa Harris, Joe Latham, Linda Littlejohn, Becky Swanson, Ken Thompson, Jill Thurston

Ex-officio Members Present: Ann Britt, David Hernandez, Beverly Vinson

Members Absent: Shan Clapp, Deana Houlette, 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 introduced Ann Britt, Business Division Advisor

MINUTES

Minutes of the July 20, 2006 meeting were presented for corrections/revisions. The minutes were approved as printed.

OLD BUSINESS

Curriculum Update

Beverly Vinson reviewed the changes made to the Salesperson certificate curriculum effective September, 2007. Real Estate Mathematics (RELE 1325) is now an option under "Major or Related Requirements" rather than a "Major Course Requirement" This allows students who did not take Real Estate Math prior to taking the state license exam to fulfill the Salesperson Certificate requirements. The Real Estate program will be able to report more completers as a result of this change.

NEW BUSINESS

Administrative Assistant for Department

Ina Fiel was introduced. This is a shared position with the Electronics Department.

Enrollment Report

Beverly Vinson reported that online course enrollments continue to be a significant part of the program (176 total Fa06 – Sp07). The chart provided indicates a slight reduction in core online course enrollments (Fa05-06 to Fa06-07) but a 30% enrollment increase for online MCE courses in the same time period.

Appraisal Courses

Ms. Vinson researched the online opportunities for the Real Estate Appraisal course, and she reported that the process is so cumbersome that she does not feel that there is enough demand to warrant going through the process. The committee concurred that AC should not offer the online Real Estate Appraisal course.

Mortgage Lending Certificate

Ms. Vinson asked the Committee whether or not the Mortgage Lending Certificate program should remain active or should be de-activated. Becky Swanson, a mortgage lender, explained that entry level positions no longer require the skill sets that were required when the certificate program was established; therefore, she moved that the Mortgage Lending certificate be de-activated. Ms. Vinson stated that the Mortgage Lending course and the Real Estate Title and Settlement courses will continue to be offered—when she can secure instructors.

Post-license Survey

Ms. Vinson reported that the post-license survey was developed in order to determine the strengths and weaknesses of the AC Real Estate program. A survey was conducted last fall, but there were so few agents within the six-month category that the statistics were not sound. We will conduct the survey again this fall for agents who have taken their license exam within the past 12 months. The surveys are delivered to the managing brokers to be distributed to each of their agents within that category.

New On-line MCE Courses

A new MCE course, “Electronic Transactions in Real Estate” has been added for 6 hours MCE credit for a total of five online MCE courses.

Ms. Vinson presented the proposal to offer the NAR e-pro Certification course, which is approved for 15 hours MCE credit. This is an on-line course, and the cost of the course is \$259 for licensed agents. Lisa Harris commented that she knows several agents who have taken the course, and they thought it was a very good course. Ms. Vinson spoke with a trainer at the Houston Assoc of Realtors, who reported that very few of their agents take the course, and she would not recommend offering it. The consensus of the committee is that since we are currently offering the “Electronic Transactions in Real Estate” MCE course, and because agents can take the course on-line through the NAR website, AC should delay offering the course.

There being no further discussion, the meeting was adjourned at 12:35 p.m.

Respectfully submitted,

Beverly Vinson, Recorder
Coordinator, Real Estate Program

David Hernandez, Chair
Business Division