

**REAL ESTATE ADVISORY COMMITTEE MINUTES**  
**11:30 Private Dining Room**  
**July 17, 2008**

Advisory Members Present: Shan Clapp, Ken Thompson, Denise Price, Linda Littlejohn, Becky Swanson, Larry Brown

Ex-Officio Members Present: Kim Davis, Ann Britt, Jason Norman, Lou Ann Seabourn, Jason Norman, Renee Vincent, Beverly Vinson, and Sandy McBride, recorder.

Members Absent: Dennis Beene, Lisa Harris, Deana Houlette, Jill Thurston, Missy Villarreal

The Real Estate Program Advisory Committee met for an 11:30 luncheon in the Private Dining Room at Amarillo College. Larry Brown served as Chair for the meeting.

Larry Brown opened the meeting with a prayer, including a request for a successful outcome for Ken Thompson's open-heart surgery next Monday. Members introduced themselves.

**MINUTES**

A motion was made by Denise Price to approve the minutes of the July 18, 2007 meeting as printed. Shan Clapp seconded. The motion passed.

**OLD BUSINESS**

Beverly Vinson stated that she will deactivate the Mortgage Lending certificate this fall. The action was approved at last year's meeting.

Ms. Vinson reviewed recent changes in the curriculum for Real Estate certificate and degree programs. Math is now an option under "Major or Related Requirements" rather than a "Major Course Requirement" in the Salesperson Certificate. Most students declare Salesperson Certificate as their major. This change allows students who did not take Real Estate Math prior to taking the state license exam to fulfill the Salesperson Certificate requirements; thus, increasing the number of program completers.

**NEW BUSINESS**

**Post License Survey**

Members discussed ways to improve response to the Post License Survey. Becky Swanson suggested that inductees complete it at their MLS orientation at the Amarillo Board of Realtors and place it in a sealed envelope for confidentiality. Denise Price agreed to try this method.

**AC Academic Attendance and Restructuring of Instructional Division**

Lou Ann Seabourn reported on AC academic attendance levels. Fall of 2008 is up almost 5% over same time last year, 4,730 vs. 4,517. Lou Ann also reviewed the restructuring of the Instructional Division. The new structure makes fewer persons reporting directly to Paul Matney, who is currently serving as Interim President.

**Real Estate WEB Enrollment and Academic Enrollment**

Ms. Vinson reviewed WEB enrollment for Core Real Estate (down 11%) and MCE (down 40.5% from Fall 07 through Spring 08. Beverly also reviewed the Unduplicated Fall Headcount of Students Receiving Credit for 2007. Real Estate Associate Degree plan was down 11.9% and Real Estate Salesperson Certificate was down 50.9%. Four AAS degrees in Real Estate were earned in 2007, down from 9 in 2006. The decrease may be due, in part, to media emphasis on the declining *national* real estate market.

**MCE**

Denise Price explained that the Amarillo Board of Realtors offers 3 hour MCE courses six times a year as well as designation courses for GRI (Graduate Realtors Institute), ABR (Accredited Buyers Representative) and CRS (Certified Residential Specialist). Beverly explained AC's schedule of MCE classes online and on campus.

**Local Market Conditions**

Denise Price gave a report on the current status of local home sales. Number of licensees this year is 48; ABOR budgeted for 60. Becky Swanson reported home loan interest rates range from 6-1/4% to 6-1/2%. Buyers seeking loans have switched from conventional to more FHA or government-financed loans. Linda Littlejohn reported that recorded deeds of trust are down approximately 17%.

**Miscellaneous Updates: Courses, Instructors, Fingerprinting**

Ms. Vinson reported on the TREC Ethics and Legal requirements and that the Current Legal Topics in Real Estate course includes six hours of legal topics. These courses are offered on campus every other month on the weekend. Instructors for the two mandated legal topics courses must attend training and become certified to teach. Frances Dorsey became certified recently.

Upon recommendation by Ms. Vinson, Linda Littlejohn made a motion to not renew Electronic Transactions in Real Estate Course due lack of registration. Becky Swanson seconded the motion. Motion passed.

A discussion ensued regarding fingerprinting requirements for new and renewing agents. Shan Clapp stated that his fingerprinting experience was very frustrating and time consuming.

**Common Reader Initiative**

Jason Norman explained the Common Reader initiative to encourage community among students, faculty and staff. The book, "It's All Over But the Shoutin'," is the autobiography of Rick Bragg. The author will be at AC in October for book signing, lectures and an event at the Globe News Center of Performing Arts. The book is available at Hastings and Barnes & Noble. There will be discussion groups throughout the semester (in various time frames) to allow interaction among students, AC faculty and staff.

Meeting adjourned.

Respectfully submitted,

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Sandy McBride, Recorder  
Sr. Staff Assistant, Real Estate Program

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David Hernandez, Chair  
Business Division