

PLANNING/OUTCOMES DOCUMENT

Name of person(s) completing form:		Thom Brooks		Curriculum/Department:		Real Estate	
Purpose/Mission Statement				Vision Statement (3-5 years)			
<p>The Real Estate program follows the guidelines established by the North Carolina Real Estate Commission. These guidelines require that the program prepare students for the NC State Licensure Examination. In addition, the program offers the new broker course RLS 117 (60 hrs.) for students preparing to become real estate brokers. Secondly, the commission requires completing students to be entry-level practitioners in the real estate industry. In addition to the N.C.R.E.C. guidelines, the program attempts to teach students skills to use in life and business situations they may encounter throughout their lives.</p>				<p>In order to keep the program advancing with current technologies, the program should be accessible through computer-enhanced materials. This would include a lab/classroom to deliver the course through computer-enhanced materials and CD-ROM materials. Student testing and a cyber class would also be incorporated into this plan. Course offerings could also be expanded to include alternative schedules; days, nights, locations, ITV.</p>			
Goal #	Values for Teaching	College Goals	2004-2005 Department Outcomes/Goals	Success Criteria (e.g. outcomes, enrollment increases)		Plan of Action (including resources needed)	
1	2, 6	1	Majors in this program will demonstrate a satisfactory level of technical proficiency in the information technology field	90% of brokerage students will demonstrate technical proficiency in Real Estate by making a grade of "B" or in RLS 117.		Continue to solicit feedback from the Advisory Committee and Real Estate commission regarding those skills that are most critical pertaining to a Broker Profession.	
2	2, 6	1	Graduates/completers of this program will be prepared to successfully pass the licensure exam required for working in this field (Real Estate Sales).	85% of first-time test takers will pass the licensure exam during the 2004 year.		Monitor test results from the Real Estate Commission - also monitor which sections of the exam present the greatest difficulty for SCC grads.	
3	7, 9		Identify additional qualified instructors for the Real Estate sales and brokerage courses.	Have identified at least one additional qualified instructor during the 2004-2005 academic year.		Advertise and search for candidates. Prepare new instructor for instructor certification by NC Real Estate commission.	

Criteria Results Be sure to utilize most current data available	End of Year Analysis (Goals achieved, impact of equipment purchased, improvements to your program, contingencies, etc.) Describe how you used the results to improve your program
<p>1. The brokerage course for fall was canceled because of lack of enrollment. Results are currently unavailable for spring section (pending final grades). However, anecdotal evidence from instructor suggests that at 80% will pass the course, though that many may not have 'B' or better.</p>	<p>It has been observed by the instructor that a number of students are registering for the brokerage course after completing sales, but prior to taking the sales exam. This seems to present difficulty for those students as they simultaneously prepare for the state sales licensure exam while engaging in an advanced study of brokerage. The result may be that performances on both exams are being negatively impacted as a result. Though it is permissible for students to register under these conditions, we will make a concerted effort to advise future students to consider fully completing their sales licensing process before attempting a study of brokerage. This should mean a better learning experience and more successful result for students.</p>
<p>2. Less than 70% of first time test-takers passed the licensure exam for the 2003-2004 cycle (most recent data available).</p>	<p>Results from the NC Real Estate commission indicate that most community colleges failed to achieve greater than 70% passage on sales licensure. We conducted a survey of those curriculum programs that did meet the standard and learned that they have a higher cut-off score (80 vs. 75) for course passage. Also, the most successful school has an enhanced textbook package that bundles a practice test CD and textbook on audio CDs with the course materials. For 2005-2006 we will implement the higher passage standard and the enhanced course materials for our real estate sales course.</p>
<p>3. The position is currently advertised.</p>	<p>We are presently advertising for a qualified real estate instructor. This position should be filled during the summer semester. We hope to identify an instructor with practical and teaching skill that will positively impact the learning experience for our real estate students and better prepare them for state licensure examination.</p>

Mid-point Review

Progress Notes:

End of Cycle Review

Comments: