Real Estate Management
Program Review, 2022 – 2023

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Sec. 1101.003. QUALIFYING REAL ESTATE COURSES. (a) For purposes of this chapter, "qualifying real estate courses" include:

(1) agency law, which includes the following topics:

(A) the relationship between a principal and an agent;

(B) an agent's authority;

(C) the termination of an agent's authority;

(D) an agent's duties, including fiduciary duties;

(E) employment law;

(F) deceptive trade practices;

(G) listing or buying representation procedures; and

(H) the disclosure of agency;

(2) contract law, which includes the following topics:

(A) elements of a contract;

(B) offer and acceptance;

(C) statute of frauds;

(D) remedies for breach, including specific performance;

(E) unauthorized practice of law;

(F) commission rules relating to use of adopted forms; and

(G) owner disclosure requirements;

(3) principles of real estate, which includes:

(A) an overview of:

(i) licensing as a broker or sales agent;

(ii) ethics of practice as a license holder;

(iii) titles to and conveyance of real estate;

(iv) legal descriptions;

(v) deeds, encumbrances, and liens;

(vi) distinctions between personal and real property;

(vii) appraisal;

(viii) finance and regulations;

(ix) closing procedures; and

(x) real estate mathematics; and

(B) at least three class hours of instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment;

(4) property management, which includes the following topics:

(A) the role of a property manager;

(B) landlord policies;

(C) operational guidelines;

(D) leases;

(E) lease negotiations;

(F) tenant relations;

(G) maintenance;

(H) reports;

(I) habitability laws; and

(J) the Fair Housing Act (42 U.S.C. Section 3601 et seq.);

(5) real estate appraisal, which includes the following topics:

(A) the central purposes and functions of an appraisal;

(B) social and economic determinants of the value of real estate;

(C) appraisal case studies;

(D) cost, market data, and income approaches to value estimates of real estate;

(E) final correlations; and

(F) reporting;

(6) real estate brokerage, which includes the following topics:

(A) agency law;

(B) planning and organization;

(C) operational policies and procedures;

(D) recruitment, selection, and training of personnel;

(E) records and control; and

(F) real estate firm analysis and expansion criteria;

(7) real estate finance, which includes the following topics:

(A) monetary systems;

(B) primary and secondary money markets;

(C) sources of mortgage loans;

(D) federal government programs;

(E) loan applications, processes, and procedures;

(F) closing costs;

(G) alternative financial instruments;

(H) equal credit opportunity laws;

(I) community reinvestment laws, including the Community Reinvestment Act of 1977 (12 U.S.C. Section 2901 et seq.); and

(J) state housing agencies, including the Texas Department of Housing and Community Affairs;

(8) real estate investment, which includes the following topics:

(A) real estate investment characteristics;

(B) techniques of investment analysis;

(C) the time value of money;

(D) discounted and nondiscounted investment criteria;

(E) leverage;

(F) tax shelters depreciation; and

(G) applications to property tax;

(9) real estate law, which includes the following topics:

(A) legal concepts of real estate;

(B) land description;

(C) real property rights and estates in land;

(D) contracts;

(E) conveyances;

(F) encumbrances;

(G) foreclosures;

(H) recording procedures; and

(I) evidence of titles;

(10) real estate marketing, which includes the following topics:

(A) real estate professionalism and ethics;

(B) characteristics of successful sales agents;

(C) time management;

(D) psychology of marketing;

(E) listing procedures;

(F) advertising;

(G) negotiating and closing;

(H) financing; and

(I) Subchapter E, Chapter 17, Business & Commerce Code; and

(11) real estate mathematics, which includes the following topics:

(A) basic arithmetic skills and review of mathematical logic;

(B) percentages;

(C) interest;

(D) the time value of money;

(E) depreciation;

(F) amortization;

(G) proration; and

(H) estimation of closing statements.

Texas Real Estate Commission

Provider Exam Passage Rates for Sales Agents and Brokers

TREC is required by law to set an exam pass rate benchmark that all approved qualifying education providers must meet to continue to offer qualifying courses. Prospective students may use this information to determine where to take qualifying courses.

The data is calculated monthly and determines the overall average first-time pass rate (OPR) for all students who have taken the licensing exam. The status of a provider is determined by calculating 80% of the current OPR and comparing that to the pass rate for a provider. For example, **if the OPR for all providers is 60%**, the minimum pass rate for any education provider to remain in good standing is 48%. In other words, 80% of the OPR equals the minimum pass rate.

(60% OPR x 80% = 48% Minimum Pass Rate)

If a student took the majority of his or her qualifying courses from the same provider in the two years prior to taking the exam for the first time, the student's exam results are counted and attributed to that provider.

Education providers must apply for re-approval every four years. When a provider seeks re-approval, the Commission uses their exam pass rate to determine if they are in good standing, subject to probation or subject to revocation. Education providers are also required to submit an annual fee application every year, at which time their exam pass rate is reviewed. If the pass rates are low at that time, TREC reminds them to be aware of their ranking.

NOTE: The Commission has determined that it is misleading to include the information provided in this chart in any advertisement unless the advertisement also contains the percentage results shown below and the number of exams taken and passed in the same type size and prominence in the advertisement.

Education Providers (11/1/2020 to 10/31/2022)

School Name	Overall Pass Rate	MPR	+/- MPR	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Overall Provider Statistics	**59.78%**	**47.82%**	**0.00%**	**47,587**	**28,437**	**59.76%**	**2,495**	**1,504**	**60.28%**
! ! A Fast Track Realty School ! !	63.22%		+15.40%	84	52	61.90%	3	3	100.00%
!! AYPORealEstate.com !!	69.79%		+21.97%	668	468	70.06%	4	1	25.00%
360training.com, Inc.	45.70%		-2.12%	1,190	547	45.97%	136	59	43.38%
AbsoluteCE	68.00%		+20.18%	45	31	68.89%	5	3	60.00%

School Name	Overall Pass Rate	MPR	+/- MPR	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Overall Provider Statistics	**59.78%**	**47.82%**	**0.00%**	**47,587**	**28,437**	**59.76%**	**2,495**	**1,504**	**60.28%**
Academy of Real Estate of El Paso	33.79%		-14.03%	512	173	33.79%	0	0	n/a
AceableAgent	74.68%		+26.86%	10,151	7,584	74.71%	21	12	57.14%
Allied Business Schools	47.83%		+0.01%	551	262	47.55%	24	13	54.17%
Champions School of Real Estate, LTD	55.96%		+8.14%	24,633	13,731	55.74%	1,437	859	59.78%
Colibri Real Estate, LLC	56.68%		+8.86%	2,128	1,212	56.95%	42	18	42.86%
Continuing Education for Licensing, Inc.	44.30%		-3.52%	145	64	44.14%	13	6	46.15%
Dripping Springs Independent School District	16.67%		-31.15%	6	1	16.67%	0	0	n/a
Ford High School	0.00%		-47.82%	6	0	0.00%	0	0	n/a
Kaplan Real Estate Education	62.94%		+15.12%	1,592	1,005	63.13%	43	24	55.81%
Learn Texas Real Estate Online	86.90%		+39.08%	145	126	86.90%	0	0	n/a
Legends Real Estate School, LLC	44.19%		-3.63%	43	19	44.19%	0	0	n/a
License Lion	57.14%		+9.32%	7	4	57.14%	0	0	n/a
Mbition Learn Real Estate	61.76%		+13.94%	68	42	61.76%	0	0	n/a
Onward School of Real Estate, LLC	69.57%		+21.75%	23	16	69.57%	0	0	n/a
Pioneer School of Real Estate LLC	70.45%		+22.63%	44	31	70.45%	0	0	n/a
Purvis Real Estate Training Institute	48.17%		+0.35%	217	105	48.39%	1	0	0.00%

School Name	Overall Pass Rate	MPR	+/- MPR	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Overall Provider Statistics	**59.78%**	**47.82%**	**0.00%**	**47,587**	**28,437**	**59.76%**	**2,495**	**1,504**	**60.28%**
Real Estate Training and Technology Licensing School	32.71%		-15.11%	107	35	32.71%	0	0	n/a
REALTOR Academy	45.17%		-2.65%	407	185	45.45%	7	2	28.57%
Texas REALTORS	68.64%		+20.82%	0	0	n/a	118	81	68.64%
Texas State Online Real Estate, LLC	70.00%		+22.18%	149	104	69.80%	1	1	100.00%
The CE Shop LLC	67.88%		+20.06%	1,677	1,138	67.86%	493	335	67.95%
The Real Estate Business School	52.10%		+4.28%	2,370	1,226	51.73%	102	62	60.78%
Train Agents, Inc.	40.65%		-7.17%	431	171	39.68%	34	18	52.94%
VanEd	57.06%		+9.24%	160	91	56.88%	10	6	60.00%
Zarco Real Estate Academy, LLC	100.00%		+52.18%	8	8	100.00%	0	0	n/a

Description of Rankings

In Good Standing (Provider License Status: Active)

First-time pass rate of at least 80% of the OPR for that license category.

Subject to Probation (Provider License Status: Probation)

First-time pass rate at 50% or greater, but lower than 80% of the OPR for that license type. A provider who is "Subject to Probation" when filing an application for subsequent approval will be placed on probation and reviewed at the time the provider's annual operating fee is due. A provider who is "Subject to Probation" at the time it submits the annual fee will remain on probation. If the provider is "In Good Standing" at the time it submits the annual fee it will be removed from probation.

Subject to Disapproval or Revocation (Provider License Status: Revoked)

First-time pass rate below 50% of the OPR for that license type. A provider who is "Subject to Disapproval or Revocation" when filing an application for subsequent approval will be disapproved. A provider with a probationary license who is "Subject to Disapproval or Revocation" at the time it submits the annual fee will have its license revoked.

Collin County Community College District
Program Review 2021 - 2022

Duplicated Enrollment in Courses by Term
Academic Years 2017 - 2018 through 2020 - 2021

Real Estate Management

Counts of Course Enrollments by Academic Year

Courses	Title	2017	2018	2019	2020	2021
BMGT1305	Communications in Management	131	139	209	210	266
BUSG2309	Sm Bus Mgmt/Entreprnrshp	154	191	224	263	262
MRKG1301	Customer Relationship Mgmt	66	47	96	74	55
MRKG2349	Advertising & Sales Promotion	71	65	47	48	75
RELE1300	Contract Forms and Addenda	57	61	56	57	90
RELE1301	Principles of Real Estate I	258	256	245	245	296
RELE1311	Law of Contracts	101	70	85	92	112
RELE1319	Real Estate Finance	104	82	79	118	112
RELE1321	Real Estate Marketing	-	-	-	-	-
RELE1325	Not Delivered	-	-	-	-	-
RELE1338	Principles of Real Estate II	146	113	134	123	142
RELE1380	Co-op Ed - Real Estate	3	-	-	-	-
RELE2301	Law of Agency	95	74	69	74	90

Note: The program course list is based on the 2020-2021 catalog. Core courses may be excluded from the list for this program.

Collin County Community College District
Program Review 2021 - 2022

Average Section Size by Term
Academic Years 2017 through 2021

Real Estate Management

	AY2017				AY2018				AY2019				AY2020			AY2021		
Courses	**Fall 2016**	**Winter 2016**	**Spring 2017**	**Summer 2017**	**Fall 2017**	**Winter 2017**	**Spring 2018**	**Summer 2018**	**Fall 2018**	**Winter 2018**	**Spring 2019**	**Summer 2019**	**Fall 2019**	**Spring 2020**	**Summer 2020**	**Fall 2020**	**Spring 2021**	**Summer 2021**
BMGT1305	26	-	29	25	29	-	30	23	25	-	28	25	25	27	25	30	35	72
BUSG2309	27	-	26	23	25	-	22	24	20	-	20	23	24	24	22	21	32	42
MRKG1301	26	-	15	-	28	-	19	-	24	-	25	-	26	23	-	30	25	-
MRKG2349	25	-	15	-	18	-	15	-	23	-	24	-	24	24	-	27	24	24
RELE1300	8	-	13	9	10	-	10	2	11	-	10	5	15	14	-	12	11	20
RELE1301	15	-	14	7	15	-	13	15	13	-	17	12	17	16	28	20	20	36
RELE1311	17	-	13	6	13	-	11	4	18	-	19	6	18	16	24	19	16	14
RELE1319	16	-	16	9	14	-	12	4	11	-	12	10	13	11	25	14	13	18
RELE1321	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
RELE1325	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
RELE1338	12	-	9	5	12	-	10	8	14	-	15	16	15	13	11	14	12	25
RELE2301	14	-	11	11	17	-	8	7	10	-	15	5	15	14	18	14	14	21

Note: Averages rounded to the nearest full number. Values appearing in red emphasize courses with fewer than 15 average enrollments in that term.
Core courses, co-op courses and private study courses may be excluded from section enrollment averages. Enrollment retrieved from the ZogoTech data system.
The program course list is based on the 2020-2021 academic catalog.

TEXAS Labor Market Information

Texas Industry Profile for Real Estate Rental and Leasing

This sector comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that rent, lease, or otherwise allow the use of their own assets by others. The assets may be tangible, as is the case of real estate and equipment, or intangible, as is the case with patents and trademarks. Components: Real Estate-NAICS 531, Rental and Leasing Services-NAICS 532, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)-NAICS 533

Average Weekly Wage (First Quarter 2022)

Projected Industry Employment (2020 to 2030)

Industry Employment as a Percentage of Total Nonfarm Employment

Industry Subsection by Employment (First Quarter 2022)

Size Class by Employment (First Quarter 2022)

Industry Employment as a Percentage of County Employment (First Quarter 2022)

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Real Estate Management

Find your dream career in Real Estate. The buying, selling, leasing, and management of real estate is fundamental to all residential, commercial, and agricultural activity in the United States. Licensed real estate professionals can use their entrepreneurial drive to create a thriving business. Some graduates pursue careers as professional real estate investors. Their knowledge can also be applied in full-time positions within corporations, non-profit organizations, or governmental agencies as in-house real estate experts.

About Collin College's Program

The Real Estate Management Associate of Applied Science degree and Real Estate Salesperson certificate are designed to prepare students for careers as real estate professionals. In as little as one semester, students can acquire the education necessary to obtain a Texas real estate license and begin a new career. Students will have the opportunity to work with highly-qualified faculty with a wide variety of backgrounds in the real estate industry.

Program Features

All courses taken for the Real Estate Salesperson certificate also apply to the Associate of Applied Science (AAS) degree. A Real Estate Salesperson certificate qualifies you to take the real estate license exam from the Texas Real Estate Commission to obtain a Sales Agent license. The AAS degree in Real Estate Management from Collin College provides the additional education necessary to obtain a Real Estate Broker license or pursue a bachelor's degree.

Choose Your Education

Associate of Applied Science
Real Estate Management
(60 credit hours)

Certificate Level 1
Real Estate Salesperson
(18 credit hours)

Career Outlook

Real Estate Agent
Average salary: $79,000
21.2% growth

Real Estate Broker
Average Salary: $83,900
21.1% growth

Real Estate Manager
Average Salary: $83,800
21.5% growth

Learn more at
www.collin.edu/department/realestate/

Collin College is an equal opportunity institution and provides educational and employment opportunities without discrimination on any basis protected by applicable law.

Published 1/27/22. Information is subject to change.
For the latest version, visit www.collin.edu/academics/info/.

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Collin County Community College District
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Award Completion by Program*

Academic Years 2017 - 2018 through 2020 - 2021

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Animation & Game Art		46	32	24	68	48	218
Certificate		*19*	*17*	*12*	*28*	*25*	*101*
	AN3D	4	1	2			7
	ANGA	4	12	9	27	25	77
	ANIG	8	2	1			11
	ANIM	3	2		1		6
Degree		*19*	*14*	*11*	*24*	*23*	*91*
	AN3D	4		2			6
	ANGA	4	11	8	23	23	69
	ANIG	8	1	1	1		11
	ANIM	1	2				3
	ANMT	2					2
ESC		*1*	*1*	*1*	*2*		*5*
	AGAA	1	1	1	2		5
OSA		*7*			*14*		*21*
	ANMN	7			14		21
Associate of Arts		1,125	960	1,175	1,860	1,819	6,939
Degree		*1,125*	*960*	*1,175*	*1,860*	*1,819*	*6,939*
	GENA	1,125	960	1,175	1,860	1,819	6,939
Associate of Arts in Teaching		80	81	114	141	133	549
Degree		*80*	*81*	*114*	*141*	*133*	*549*
	CM48	3	3	3	6	3	18
	ECG6	22	2				24
	ECG8	10	2	1			13
	ECH6	27	48	79	74	78	306
	ECSE	1	1	1			3
	G6EC	2					2
	H812	15	25	30	61	52	185
Associate of Science		862	793	1,039	1,187	1,151	5,032
Degree		*862*	*793*	*1,039*	*1,187*	*1,151*	*5,032*
	GENS	862	793	1,039	1,187	1,151	5,032
Automotive Technology						18	18
Certificate						*18*	*18*
	AUMT					18	18
Biotechnology		1	3	3	6	5	18
Certificate		*1*	*3*	*3*	*6*	*5*	*18*
	ABTE			1	1	3	5
	BITE	1	3	1	3		8
	BTEC			1	2	2	5

*Only programs with awards are included in the report.

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Business		353	390	483	513	506	2,245
Certificate		*174*	*199*	*235*	*254*		*862*
	BUFS	174	199	235	254		1,025
Degree		*179*	*191*	*248*	*259*	*258*	*1,135*
	BUFS	39	11				50
	BUSS	140	180	248	259	258	1,086
Field of Study						*248*	*248*
	BUFS					248	248
Business Management		52	57	95	92	105	401
Certificate		*28*	*35*	*61*	*55*	*67*	*246*
	BMGT	24	33	55	45	67	228
	BMHR		2	6	10		18
Degree		*24*	*22*	*34*	*37*	*38*	*155*
	BMGT	6					6
	BMHR			4	4		8
	BUSM	18	22	30	33	38	141
Business Office Support Systems		35	29	25	38	38	165
Certificate		*10*	*10*	*10*	*11*	*6*	*47*
	BOSS		3	5	7	6	21
	MOFS	2	2	3	2		9
	OFST	5	4	2	2		17
	POFT	3	1				4
Degree		*10*	*6*	*6*	*8*	*5*	*35*
	BOSS			4	4	5	13
	OFST	6	4	2	4		16
	POFT	4	2				6
OSA		*15*	*13*	*9*	*19*	*27*	*83*
	ACSP	6	8	3	2	12	31
	BOSS		2	6	17	15	40
	OSTA	9	3				12
Collision Technology						1	1
Degree						*1*	*1*
	ABDR					1	1
Communication Design		51	54	43	59	33	240
Certificate		*10*	*28*	*21*	*31*	*17*	*107*
	COMD					1	1
	GDPR		20	8	1		29
	GRDE		5	13	30	16	64
	GRDS	3	1				4
	GRDW	6	2				8
	GRWB	1					1

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Communication Design							
Degree		*8*	*26*	*22*	*28*	*16*	*100*
	GDPR	1	16	8	2		27
	GDWB	1					1
	GRDE		5	14	26	16	61
	GRDS	1	1				2
	GRDW	5	4				9
	ESC	3					3
	UEXD	3					3
OSA		*30*					*30*
	GRDS	9					9
	WIAM	21					21
Communication		54	48	71	103	86	362
Certificate		*27*	*26*	*33*	*50*		*136*
	CAPR	18	2	4	13		37
	CJMC	4	4	5	12		25
	CMMT	23	16	17	16		72
	CRBJ	8	4	7	9		28
Degree		*27*	*22*	*38*	*53*	*39*	*179*
	CAPR	9	3	4	13	3	32
	CJMC	3	3	6	12	7	31
	CMMT	9	11	19	19	16	74
	CMST	1					1
	CRBJ	5	5	9	9	13	41
Field of Study						*47*	*47*
	CAPR					9	9
	CJMC					11	11
	CMMT					13	13
	CRBJ					14	14
Computer Networking		50	62	200	142	279	733
Certificate		*22*	*29*	*44*	*31*	*37*	*163*
	ACCN				1		1
	ACSC	7	6				13
	CADS	4	7	1	1		13
	CGTE	2		1			3
	CNSI		3	11	4	6	24
	CNSS			1	1		2
	CNST		1				1
	CPAS	1					1
	CPMC	2					2
	CTSF	9	9				18
	ENFS		1	13	3	8	25

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Computer Networking							
	ENPI		1	5	1	4	11
	ESPI			2	3	5	10
	ESPS				1		1
	ESTS			1	1		2
	ISPI			4	5	7	16
	ISTI		1	5	10	7	23
Degree		*16*	*16*	*14*	*10*	*14*	*70*
	CGTE	2					2
	CNIF		1	5	3	6	15
	CNIT		1	5	4	7	17
	CNSY				1	1	2
	CPNT	8	9	2	1		20
	CSCN	6	5	2	1		14
	ESC			1	1	6	8
	ENPS			1	1	6	8
OSA		*12*	*17*	*141*	*100*	*222*	*492*
	CCNT		1				1
	CNSI		1	141	100	222	464
	CSCN	12	15				27
Computer Science		35	60	70	86	88	339
Certificate		*18*	*30*	*35*	*45*		*128*
	CPSC				3		3
	CSFS	11	16	21	22		81
	JAVA	7	14	14	20		61
Degree		*17*	*30*	*35*	*41*	*43*	*166*
	CPFC	8	11	22	21	11	73
	CPLU	1					1
	CPSC				3	24	27
	CSFJ	5	13	13	17	8	56
	CSFS	1	5				6
	JAVA	2	1				3
Field of Study						*45*	*45*
	CPSC					28	28
	CSFS					9	9
	JAVA					8	8
Computer Systems		25	37	71	47	83	263
Certificate		*9*	*11*	*19*	*11*	*27*	*77*
	CDBA	1	1				2
	CINF	1	2	2			5
	CMSU		1	3	5	6	15
	CPSY	4				1	5
	DATA		1	4	2	8	15

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Computer Systems							
	ISYS		2	7	4	12	25
	SFDS		1				1
	SFJV	1	2	1			4
	SFWD	2	1	2			5
Degree		*11*	*8*	*14*	*10*	*23*	*66*
	CCSD	2					2
	CDBA	1	1	3	1	7	13
	CINF	2					2
	CISY		3	7	4	11	25
	CJAV	2	1				3
	CJVA		1				1
	CPSY	2	1	2	5	5	15
	CSCS		1	1			2
	CSYS	2		1			3
OSA		*5*	*18*	*38*	*26*	*33*	*120*
	COAA	3	10	35	20	25	93
	DBAA	1					1
	HDSK	1	8	3	6	8	26
Computer-Aided Drafting & Design		27	37	87	35	42	228
Certificate		*16*	*17*	*13*	*17*	*18*	*82*
	ACDD			4	8	7	19
	CADD	12	7	1			21
	CDDS	1	1				2
	DFTG		9	8	9	11	37
	MCDD	3					3
Degree		*10*	*9*	*10*	*4*	*7*	*40*
	CADD	8	7	10	4	7	36
	CDDS	1	1				2
	DFTG	1	1				2
	ESC			1			1
	CPDD			1			1
OSA		*1*	*11*	*63*	*14*	*17*	*106*
	ATCD	1	11	63	14	17	106
Construction Management				1	48	51	100
Certificate					*9*	*29*	*38*
	COMR				5	15	20
	RCCM				4	14	18
Degree					*5*	*15*	*20*
	COMT				5	15	20
OSA				*1*	*34*	*7*	*42*
	COMA			1	34	7	42

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Core Curriculum		2,934	3,130	3,328	3,669	3,618	16,679
Core Certificate		2,934	3,130	3,328	3,669	3,618	16,679
	CORE	2,934	3,130	3,328	3,669	3,618	16,679
Criminal Justice		84	117	102	163	127	593
Certificate		*43*	*63*	*52*	*77*		*235*
	CJFS	43	63	52	77		275
Degree		*41*	*54*	*50*	*86*	*57*	*288*
	CJFS	13	3	1			17
	CRMF	28	51	49	86	57	271
Field of Study						*70*	*70*
	CJFS					70	70
Culinary Arts		32	30	29	21	30	142
Certificate		*25*	*20*	*18*	*14*	*20*	*97*
	CULA	25	20	18	14	20	100
Degree		*7*	*10*	*11*	*7*	*10*	*45*
	CART	7	10	11	7	10	45
Dental Hygiene		15	15	14	15	15	74
Degree		*15*	*15*	*14*	*15*	*15*	*74*
	DHYG	1			1		2
	DTHY	14	15	14	14	15	72
Diagnostic Medical Sonography					9	14	23
Degree					*9*	*14*	*23*
	DMSO				9	14	23
Early Childhood Educator		18	25	29	16	18	106
Certificate		5	15	16	7	5	48
	CDAS		1	3	1	2	7
	CDEC	4	1				5
	CHTE	1		3			4
	CLDV		8	6	5	2	21
	ECED		5	3	1		9
	ECHE			1		1	2
Degree		*6*	*7*	*7*	*5*	*4*	*29*
	CDEC	1					1
	CLDD	5	7	6	3	3	24
	ECHE			1	2	1	4
OSA		*7*	*3*	*6*	*4*	*9*	*29*
	CDAM	3					3
	CDEV	4	3	3	1	5	16
	ECHA			1			1
	SEDU			2	3	4	9

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Electrical Engineering				1	1		2
Certificate				*1*	*1*		*2*
	EEFS			1	1		2
Electronic Engineering Technology		12	6	15	14	11	58
Certificate		7	3	6	7	5	28
	EETE	7	3	6	7	5	28
Degree		*5*	*3*	*9*	*7*	*6*	*30*
	EETE	1					1
	ELEE	4	3	9	7	6	29
Emergency Medical Services Professions		110	353	336	163	229	1,191
Certificate		*22*	*90*	*110*	*83*	*48*	*353*
	AEMT		36	66	45		147
	EMSP	22	18			48	88
	EPAR		36	44	38		118
Degree		*4*	*6*	*7*	*4*	*5*	*26*
	EMDS	4	6	7	4	5	26
OSA		*84*	*257*	*219*	*76*	*176*	*812*
	EMED	84	257	219	76	176	816
Engineering		25	23	35	35	26	144
Certificate		*12*	*13*	*19*	*18*		*62*
	EGFS	12	13	19	18		74
Degree		*13*	*10*	*16*	*17*	*14*	*70*
	EEFS					4	4
	EGNF	12	10	16	17	9	64
	ENGF	1					1
	MEFS					1	1
Field of Study						*12*	*12*
	EEFS					4	4
	EGFS					8	8
Fine Arts						1	1
Field of Study						*1*	*1*
	FIAR					1	1
Fire Academy		51	71	65	36		223
Certificate		*50*	*70*	*56*	*34*		*210*
	FIRE	50	70	56	34		214
Degree		*1*	*1*	*9*	*2*		*13*
	FIRB	1	1	9	2		13
Fire Science		16	10	27	6	97	156
Certificate		*2*	*3*	*14*	*3*	*90*	*112*
	FIRE					23	23
	FIRO			1			1
	FIRT	2					2
	FOFF		3	13	3	1	20

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Fire Science							
	FRSC					66	66
Degree		*2*	*2*	*5*	*1*	*6*	*16*
	FIOC	1					1
	FIRB					1	1
	FIRC	1	2	5	1	2	11
	FRSC					3	3
OSA		*12*	*5*	*8*	*2*	*1*	*28*
	FICD	8	5	8	2	1	24
	FOCD	4					4
Geospatial Information Science (GIS)		11	13	10	14	11	59
Certificate		9	11	9	11	7	47
	GEOS	1	1				2
	GPIS	8	10	9	11	7	46
Degree		*2*	*2*	*1*	*3*	*4*	*12*
	GPIS	2	2	1	3	4	12
Health Information Management		64	82	48	34	45	273
Certificate		*37*	*55*	*31*	*27*	*16*	*166*
	HIFI				1	16	17
	MECD	37	55	31	26		149
Degree		*27*	*27*	*17*	*7*	*29*	*107*
	HIMG	27	27	17	7	27	106
	HINM					2	2
Health Information Management - Medical Coding & Billing				1		56	57
Certificate				*1*		*56*	*57*
	MECD					56	56
	MEDC			1			1
Health Professions		97	157	23	127	79	483
Certificate		*22*	*83*	*11*	*57*	*19*	*192*
	CRNA	12	23	3	26	11	75
	ELEK	2	14	4	25	3	48
	EMTE				1		1
	PBLY		25	2	4	5	36
	PCAR	8	21	2	1		32
Degree			*1*	*3*	*4*	*13*	*21*
	CNRA				2	8	10
	ELKG			1	2	4	7
	EMRT					1	1
	PCAT		1	2			3
OSA		*75*	*73*	*9*	*66*	*47*	*270*
	CERN				9	14	23
	CNUR				22		22
	ELGR	25	23	3	25	4	80

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Health Professions							
	NURA	26	3	1	2		32
	PBTM	13	28	3	7	10	61
	PCRT	11	19	2	1	19	52
Heating, Ventilation, Air-Conditioning (HVAC)			12	33	56	160	261
Certificate			*12*	*31*	*49*	*152*	*244*
	HVA1		12	28	2	138	180
	HVA2			3	8	14	25
	HVAE				31		31
	HVAR				8		8
Degree				*2*	*7*	*8*	*17*
	HVAC			2	7	8	17
Hospitality & Food Service Management		52	20	29	30	44	175
Certificate		*23*	*12*	*16*	*19*	*36*	*106*
	HRMT			7	11		18
	HRSM	16	5	4	2	26	53
	MEMT			1	5		6
	MEVM	7	7	4	1	10	29
Degree		*29*	*8*	*13*	*11*	*8*	*69*
	HFDS	21	3	9	7	7	47
	HFME	8	5	4	4	1	22
Human Resources and Organizational Management						19	19
Certificate						*13*	*13*
	BMHC					13	13
Degree						*6*	*6*
	BMHR					6	6
Information Systems Cybersecurity		46	61	70	71	156	404
Certificate		*23*	*31*	*35*	*36*	*88*	*213*
	ISCY	19	26	30	29	74	178
	ISPF	4	5	5	7	14	35
Degree		*23*	*30*	*35*	*35*	*68*	*191*
	ICYB	22	28	35	34	68	187
	ISCY	1	2		1		4
Interior Design		3	47	17	35	38	140
Certificate		*3*	*26*	*9*	*17*	*14*	*69*
	AIND			1	3	1	5
	GINA		1				1
	GRA1	3	8		2	1	14
	GRA2		2	1		3	6
	GRD1		8	2	3		13
	GRD2		7	3	1		11
	INDE			2	8	9	19

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Interior Design							
Degree			*9*	*6*	*5*	*8*	*28*
	GRAD		4	1		3	8
	GRID		5	4	2		11
	INDE			1	3	5	9
OSA			*12*	*2*	*13*	*16*	*43*
	GADS		3			2	5
	GRIT		9	1	2		12
	INDE			1	11	14	26
Interpreter Education Program (IEP)		30	33	23	35	31	152
Certificate		*16*	*19*	*11*	*22*	*17*	*85*
	ASLI	8	18	11	22	17	77
	SLNG	8	1				9
Degree		*14*	*14*	*12*	*13*	*14*	*67*
	IEPP	5	12	12	13	14	57
	INDF	4	2				6
	INTP	2					2
	SLNG	3					3
Marketing		7	7	12	16	15	57
Certificate		*4*	*4*	*8*	*8*	*12*	*36*
	ENTR				1		1
	MARK	3	4	8	7	12	34
	MRKT	1					1
Degree		*3*	*3*	*4*	*8*	*3*	*21*
	MKTT	3	3	4	8	3	21
Medical Assisting						58	58
Certificate						*19*	*19*
	MDCA					19	19
Degree						*1*	*1*
	MDCA					1	1
OSA						*38*	*38*
	MDCA					38	38
Music, Commercial		39	31	19	18	28	137
Certificate		*26*	*17*	*13*	*12*	*22*	*92*
	AUEN	22	14	6	6	12	62
	AULV	2	2	6	4	7	21
	MBSS	1	1	1	2	3	8
	MUBU	1					1
Degree		*13*	*14*	*6*	*6*	*6*	*45*
	CMMS	11	14	6	6	6	43
	COMU	2					2

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Music		15	18	15	17	9	74
Certificate		*9*	*8*	*8*	*9*		*34*
	MSIC			4	5		9
	MUSC	9	8	4	4		34
Degree		*6*	*10*	*7*	*8*	*4*	*35*
	MSIC	4	10	7	8	4	33
	MUSC	2					2
Field of Study						*5*	*5*
	MUSC					5	5
Nursing RN		185	157	201	189	123	855
BSN						*28*	*28*
	BNUR					28	28
Degree		*185*	*157*	*201*	*189*	*95*	*827*
	NIGP	43					43
	NLVN					28	28
	NRSG	25	28	32	10	1	96
	NURG	1					1
	NURS	116	129	169	179	66	659
Paralegal-Legal Assistant		52	42	57	36	60	250
Certificate		*28*	*28*	*35*	*21*	*36*	*148*
	LGLA	4	2				6
	PALC	4	18	28		1	52
	PALG	20	8	7	21	35	92
Degree		*24*	*14*	*22*	*15*	*24*	*99*
	LGLA	6	1				7
	PALG	18	13	22	15	24	93
Pastry Arts		41	30	31	20	28	150
Certificate		*21*	*18*	*21*	*15*	*21*	*96*
	APAT			2	4	2	8
	PART	8	14	18	10	19	69
	PASA	13	4	1	1		19
Degree		*20*	*12*	*10*	*5*	*7*	*54*
	HFDS	8	1	1			10
	PASA	12	11	9	5	7	44
Photography, Commercial		18	14	28	17	13	90
Certificate		*6*	*9*	*19*	*13*	*8*	*55*
	CMPH	3	2	2			7
	CPPS			6	5	5	16
	CPSP		6	10	8	3	27
	PHTC	3	1	1			5
Degree		*4*	*5*	*8*	*4*	*5*	*26*
	CMOH	4	3	2			9
	COPH		1	6	4	5	16

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Photography, Commercial							
	PHTC		1				1
OSA		*8*		*1*			*9*
	STDM	8					8
	STDP			1			1
Police Academy - CE		41	33	47	27	39	39
Certificate		*41*	*33*	*47*	*27*	*39*	*39*
	CJLE	41	33	47	27	39	39
Political Science						7	7
Field of Study						*7*	*7*
	PSFS					7	7
Polysomnographic Technology		21	13	3	9	9	55
Certificate		*5*	*5*				*10*
	POLY	5	5				10
Degree		*16*	*8*	*3*	*9*	*9*	*45*
	POLY	16	8	3	9	9	45
Pre-Fire Officer		2					2
Certificate		2					2
	PFIO	2					2
Real Estate Management		28	99	25	46	53	251
Certificate		*21*	*96*	*19*	*44*	*47*	*227*
	REBK	1					1
	RELE	20	96	19	44	47	271
Degree		*7*	*3*	*6*	*2*	*6*	*24*
	REAL	4	3	5	2	6	20
	RELE	3		1			4
Rehabilitation Aide						20	20
OSA						*20*	*20*
	REHA					20	20
Respiratory Care		20	18	16	20	17	91
Degree		*20*	*18*	*16*	*20*	*17*	*91*
	RSPC	20	17	16	20	17	90
	RSPT		1				1
Sociology						17	17
Field of Study						*17*	*17*
	SOCF					17	17
Supply Chain Management			4		18	36	58
Certificate			*4*		*14*	*25*	*43*
	SCML				7	14	21
	SCMP		4		7	11	22
Degree					*4*	*11*	*15*
	SCMC				4	11	15

Award Type	Major Code	Counts of Awards by Academic Year 2017	2018	2019	2020	2021	Total
Surgical Technology		13	35	46	23	38	155
ATC						*5*	*5*
	ATCS					5	5
Certificate		*3*	*15*	*26*	*8*	*10*	*62*
	ATCS			7	5	1	13
	CSPR	3	15	19	3	9	51
Degree		*10*	*20*	*20*	*15*	*23*	*88*
	SGTE	10	20	19	13	23	85
	SRGT			1	2		3
Urban Sustainable Agriculture						1	1
Certificate						*1*	*1*
	USAG					1	1
Veterinary Assistant - CE		13	22	9		4	48
Certificate		*13*	*22*	*9*		*4*	*48*
	VETA	13	22	9		4	48
Video Production		9	3	17	17	21	67
Certificate		*4*		*7*	*9*	*11*	*31*
	DGIV	4		1			5
	VIDE			6	9	11	26
Degree		*5*	*3*	*10*	*8*	*10*	*36*
	DGIV	5	3	5	1		14
	VIDE			5	7	10	22
Web and Mobile Development		23	14	34	77	117	265
Certificate		*11*	*2*	*12*	*16*	*35*	*76*
	CNET			3			3
	EBAM			1			1
	EBCN	2					2
	EBIO	4			1		5
	EBUS	1					1
	EWBT			5	2		7
	FEWD			2	7	15	24
	FSWB				3	11	14
	MAPD		1				1
	MOAD			1	1	9	11
	WBDV	4	1				5
	WEBD	1					1
Degree		*8*	*3*	*7*	*7*	*9*	*34*
	EBCN	1	1	2			4
	EBIO	1			1		2
	EBMO		1	1			2
	EBUS	1					1

Award Type	Major Code	Counts of Awards by Academic Year					Total
		2017	2018	2019	2020	2021	
Web and Mobile Development							
	EBWD	5	1	3	3		12
	WEMO			1	3	9	13
OSA		4	9	15	54	73	155
	IAWP	1					1
	JSCD			1	10	18	29
	NEWD			1	4	10	15
	WCOM	3	9	12	1		25
	WEFO			1	39	45	85
Welding						130	130
Certificate						*127*	*127*
	WELD					127	127
Degree						*3*	*3*
	WELD					3	3

Collin College Advisory Committee
<Committee Name (Real Estate Management)>

MINUTES

CHAIRPERSON: Sharon Borgne		
MEETING DATE: 4-19-2022	MEETING TIME: 2:00pm	MEETING PLACE: Zoom
RECORDER: Grace Fox		PREVIOUS MEETING: 10-5-2021

Members Present *(Yes/No)*		Ex-Officio Members Present *(Yes/No)*		Invited Guests Present *(Yes/No)*	
Name/Title		Name/Title		Name/Title	
Kevin Alaimo Broker ERA StarCrest Realty	No	Cheryl Childress Adjunct Collin College	Yes		
Ivy Boland Broker-Manager REMAX Dallas Suburbs	No	LaToya Flanigan Adjunct Collin College	Yes		
Sharon Borgne Associate REMAX-Dallas Premier Properties	Yes	Grace Fox Admin / Scribe Collin College	Yes		
Brad Boswell Owner Town Square Mortgage & Investment	Yes	Richard Helgeson Adjunct Collin College	No		
Cristina Botero Broker-Manager Botero-Miller Realty	Yes	William Kukla Professor Collin College	Yes		
Mary Leidy CEO Collin County Association of Realtors	Yes	Craig Leverette Provost Collin College Frisco Campus	No		
Terri Macaluso Managing Broker Coldwell Banker	Yes	Raul Martinez AVP P-12 Collin College	Yes		
Mary Milford Retired	Yes	Robert McLeroy Professor / Discipline Lead Collin College	Yes		
Marc Miller Dallas Market President Secured Title	No	Brenden Mesch Dean of Academic Affairs and Workforce Collin College	Yes		
Betty Misko Vice President Ebby Halliday	No	Suzette Ricketts Program coach Collin College	Yes		
Mark Porter President Mark Porter live	Yes	Andrea Szlachtowski Associate Dean	No		

		Collin College			
Paul Powell Owner Paul Powell Realty	No				
Greg Roberts Broker Keller Williams	No				
J.R. Russell Broker/Owner Fathom Realty	No				
Meg Titus Broker-Manager Meg Titus Real Estate	No				
Barbara Trumbull Broker/Frisco Stars Keller Williams Realty	Yes				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Welcome and Introductions	Sharon Borgne called the meeting to order at 2:04 pm	Sharon Borgne, Chairperson
	Committee introductions were made. Bart McLeroy and Bill Kukla mentioned the recognition of Roy Roberts by Collin College president Dr. Matkin.	Bart McLeroy, Discipline Lead Bill Kukla, Professor
Continuing Business:		
Approval of Minutes from last meeting 10-5-2021	Mary Milford made the motion to approve the minutes as presented. Barbara Trumbull seconded the motion. Minutes passed	Sharon Borgne, Chairperson
Speaker Series	Bart updated the committee on the speaker series. Thanked the participants. Bart extended an invitation to the committee to come and speak if they are interested in presenting. Update on live-streaming courses (Bart McLeroy)	Bart McLeroy, Discipline Lead

	We want to utilize media service employees and do a pilot test. A student can look up the course and decide if they want to attend @ Wylie or Frisco. Bart mentioned that this will generate additional enrollment.	
New Business:		
Enrollment and Completion	Update on Completion and Enrollment. Suzette mentioned that completion numbers are incomplete- We are awaiting Spring and Summer numbers. Summer enrollment is strong. No discussion.	Suzette Ricketts, Program Coach
New Program Initiatives	New Program Initiatives: Summer / Fall 2022 Scheduling (Bart McLeroy) Weekend college – Cheryl Childress is making Saturday Classes happen. Randall Levingston is also doing Saturday Classes. Great opportunity to reach out to a different population. We are planning in-person courses. Great success. We continue to grow our population. Adjunct recruiting efforts Bart introduced the new adjuncts that were brought onto the team. Industry outreach for RELE electives (Bart McLeroy) We alerted our currently enrolled	Bart McLeroy, Discipline Lead Bill Kukla, Professor

	AAS students. We will alert them to the new Math class. We also promoted the electives Real Estate Education Series (Bart McLeroy) For Faculty and Staff at Collin College. Two so far – faculty development conference Licensing requirements Discussion re: Mortgage Banking program (Bill Kukla) Coordinating with Banking and Financial Services Dr. Kevin Suber at the Plano Campus. Committee- went through this program. It really helped me. Process for CAB – Process for new program will take approx. one year. It will be an extension to our Real Estate program	
Curriculum Decisions:		
Vote on viability of Mortgage Banking Exploratory Committee program?	Brad Broswell made the motion the motion to vote on viability of Mortgage Banking Exploratory Committee program? Terri Macaluso seconded the motion. Motion passed.	Bart McLeroy, Discipline Lead Sharon Borgne, Chairperson Bill Kukla, Professor
Other:		
Meeting Adjournment	Mary Milford made a motion to adjourn the meeting. Brad Boswell seconded the motion. Meeting adjourned at 2:44 pm	Sharon Borgne, Chairperson

Key Decision Points	Discussion	Motion to Approve	
Old Business:			
N/A		Second:	Action:
		Second:	Action:
Continuing Business:			
Approval of Meeting Minutes from 10-5-2021	Mary Milford made the motion – Barbara Trumbull seconded the motion. No discussion Minutes approved	Second: Barbara Trumbull	Action: Minutes approved
		Second:	Action:
New Business:			
		Second:	Action:
		Second:	Action:
Curriculum Decisions:			
Vote on viability of Mortgage Banking Exploratory Committee program?	Brad Broswell made the motion the motion to vote on viability of Mortgage Banking Exploratory Committee program? Terri	Second: Terri Macaluso	Action: Approved
		Second:	Action:
Other:			
		Second:	Action:

CHAIRPERSON SIGNATURE:	DATE:	NEXT MEETING:

Collin College Advisory Committee
Real Estate Management

AGENDA

CHAIRPERSON: Sharon Borgne		
MEETING DATE: 11/1/2022	MEETING TIME: Noon	MEETING PLACE: Frisco, IT 116
RECORDER: Suzette Ricketts		PREVIOUS MEETING: 4/19/2022

Members	Ex-Officio Members	Invited Guests
Name/Title	Name/Title	Name/Title
Kevin Alaimo, Broker, ERA StarCrest Realty	Sammy Bickham, Adjunct, Collin College	
Ivy Boland, Broker-Manager, REMAX Dallas Suburbs	Cheryl Childress, Adjunct, Collin College	
Sharon Borgne, Associate, REMAX-Dallas Premier Properties	Kathy Fant, Interim Dean, Collin College	
Brad Boswell, Owner, Town Square Mortgage & Investment	LaToya Flanigan, Adjunct, Collin College	
Cristina Botero, Broker-Manager, Botero-Miller Realty	Grace Fox, Admin / Scribe, Collin College	
Mary Leidy, CEO, Collin County Association of Realtors	Richard Helgeson, Adjunct, Collin College	
Terri Macaluso, Managing Broker, Coldwell Banker	John Hines, Program Coach, Collin College	
Mary Milford, Retired	William Kukla, Professor, Collin College	
Marc Miller, Dallas Market President, Secured Title	Steve Lay, Adjunct, Collin College	
Betty Misko, Vice President, Ebby Halliday	Craig Leverette, Provost, Collin College Frisco Campus	
Mark Porter, President, Mark Porter Live	Randal Levingston, Adjunct, Collin College	
Greg Roberts, Broker, Keller Williams	Raul Martinez, AVP P-12, Collin College	
J.R. Russell, Broker / Owner, Fathom Realty	James McLeod, Adjunct, Collin College	
Meg Titus, Broker-Manager, Meg Titus Real Estate	Bart McLeroy, Professor / Discipline Lead, Collin College	
Barbara Trumbull, Broker, Frisco Stars Keller Williams Realty	Brenden Mesch, Interim Provost, Collin College Technical Campus	
	Suzette Ricketts, Program Coach, Collin College	
	Doug Smith, Adjunct, Collin College	
	Andrea Szlachtowski, Associate Dean, Collin College	

Agenda Item	Action Discussion Information	Responsibility/Presenter
Old Business:		
Speaker Series & Education Series	Updates	Bart McLeroy
Live-Streaming Course Pilot	Recap	Bart McLeroy
Wylie & Farmersville Campuses	Course Offerings Update	Bill Kukla
Continuing Business:		

Adjunct Recruiting	Recap	Bart McLeroy & Bill Kukla
RELE Electives – Industry Outreach	Recap	Bart McLeroy
New Business:		
Enrollment & Completion	Update	Suzette Ricketts
Web versions of Contracts & Forms	Plans	Bill Kukla
Dual Credit Program Offering	Plans	Bart McLeroy
Curriculum Decisions:		
Brokerage as Required SAE Course	Current ESAC proposal	Bill Kukla & Bart McLeroy
Emerging Trends	Discussion	Sharon Borgne
Other:		

Collin County Community College District
Program Review 2021 - 2022
Grade Distributions Academic Year 2017 through 2021

Real Estate Management

BMGT1305	*Communications in Management*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	131	43	38	17	5	0	19	9	33%	29%	13%	4%	0%	15%	7%	93%	75%	2.48
2018	139	73	27	15	2	0	16	6	53%	19%	11%	1%	0%	12%	4%	96%	83%	2.91
2019	209	103	40	25	5	0	27	9	49%	19%	12%	2%	0%	13%	4%	96%	80%	2.81
2020	210	118	39	11	8	0	21	13	56%	19%	5%	4%	0%	10%	6%	94%	80%	2.95
2021	266	141	58	20	6	0	28	13	53%	22%	8%	2%	0%	11%	5%	95%	82%	2.95
Averages									50%	21%	9%	3%	0%	12%	5%	95%	80%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

BUSG2309	*Sm Bus Mgmt-Entreprnrshp*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	154	28	44	23	10	0	31	18	18%	29%	15%	6%	0%	20%	12%	88%	62%	1.95
2018	191	86	28	17	8	0	33	19	45%	15%	9%	4%	0%	17%	10%	90%	69%	2.46
2019	224	71	55	29	12	0	36	21	32%	25%	13%	5%	0%	16%	9%	91%	69%	2.32
2020	263	91	61	22	13	0	56	20	35%	23%	8%	5%	0%	21%	8%	92%	66%	2.30
2021	262	116	61	24	17	0	32	12	44%	23%	9%	6%	0%	12%	5%	95%	77%	2.72
Averages									36%	23%	11%	5%	0%	17%	8%	92%	69%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

MRKG1301 *Customer Relationship Mgmt*

		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	66	15	12	13	4	0	19	3	23%	18%	20%	6%	0%	29%	5%	95%	61%	1.91
2018	47	26	11	3	0	0	6	1	55%	23%	6%	0%	0%	13%	2%	98%	85%	3.04
2019	96	39	16	6	6	0	18	11	41%	17%	6%	6%	0%	19%	11%	89%	64%	2.31
2020	74	29	14	6	2	0	10	13	39%	19%	8%	3%	0%	14%	18%	82%	66%	2.32
2021	55	20	17	11	1	0	5	1	36%	31%	20%	2%	0%	9%	2%	98%	87%	2.80
Averages									38%	21%	12%	4%	0%	17%	9%	91%	70%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

MRKG2349	*Advertising & Sales Promotion*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	71	23	18	9	3	0	13	5	32%	25%	13%	4%	0%	18%	7%	93%	70%	2.35
2018	65	13	17	8	1	0	14	12	20%	26%	12%	2%	0%	22%	18%	82%	59%	1.85
2019	47	11	10	9	0	0	9	8	23%	21%	19%	0%	0%	19%	17%	83%	64%	1.96
2020	48	17	14	4	2	0	5	6	35%	29%	8%	4%	0%	10%	13%	88%	73%	2.50
2021	75	33	22	7	5	0	6	2	44%	29%	9%	7%	0%	8%	3%	97%	83%	2.89
Averages									32%	26%	12%	4%	0%	15%	11%	89%	70%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

RELE1300	*Contract Forms and Addenda*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	57	28	15	6	0	0	6	2	49%	26%	11%	0%	0%	11%	4%	96%	86%	2.96
2018	61	25	24	7	0	0	4	1	41%	39%	11%	0%	0%	7%	2%	98%	92%	3.05
2019	56	26	19	6	0	0	5	0	46%	34%	11%	0%	0%	9%	0%	100%	91%	3.09
2020	57	24	19	3	1	0	7	3	42%	33%	5%	2%	0%	12%	5%	95%	81%	2.81
2021	90	42	23	9	1	0	14	1	47%	26%	10%	1%	0%	16%	1%	99%	82%	2.84
Averages									45%	31%	10%	1%	0%	11%	2%	98%	86%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

RELE1301	*Principles of Real Estate I*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	259	33	53	40	6	0	110	17	13%	20%	15%	2%	0%	42%	7%	93%	49%	1.46
2018	256	29	56	49	11	0	90	21	11%	22%	19%	4%	0%	35%	8%	92%	52%	1.54
2019	246	29	41	44	7	0	97	28	12%	17%	18%	3%	0%	39%	11%	89%	46%	1.36
2020	245	40	59	41	4	0	82	19	16%	24%	17%	2%	0%	33%	8%	92%	57%	1.73
2021	296	49	69	46	10	0	110	12	17%	23%	16%	3%	0%	37%	4%	96%	55%	1.71
Averages									14%	21%	17%	3%	0%	38%	7%	93%	52%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

RELE1311	*Law of Contracts*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	101	20	45	7	0	0	23	6	20%	45%	7%	0%	0%	23%	6%	94%	71%	2.27
2018	70	18	29	11	0	0	10	2	26%	41%	16%	0%	0%	14%	3%	97%	83%	2.59
2019	85	19	37	10	0	0	15	4	22%	44%	12%	0%	0%	18%	5%	95%	78%	2.44
2020	92	15	31	16	2	0	22	6	16%	34%	17%	2%	0%	24%	7%	93%	67%	2.03
2021	112	17	39	16	2	0	33	5	15%	35%	14%	2%	0%	29%	4%	96%	64%	1.96
Averages.....									19%	39%	13%	1%	0%	22%	5%	95%	72%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

RELE1319	*Real Estate Finance*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	105	17	40	11	0	0	32	5	16%	38%	10%	0%	0%	30%	5%	95%	65%	2.00
2018	83	12	43	12	0	0	13	3	14%	52%	14%	0%	0%	16%	4%	96%	81%	2.42
2019	79	19	30	9	0	0	18	3	24%	38%	11%	0%	0%	23%	4%	96%	73%	2.33
2020	118	25	48	18	0	0	21	6	21%	41%	15%	0%	0%	18%	5%	95%	77%	2.37
2021	112	36	37	12	2	0	22	3	32%	33%	11%	2%	0%	20%	3%	97%	76%	2.51
Averages									22%	40%	12%	0%	0%	21%	4%	96%	74%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

RELE1321	*Real Estate Marketing*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2018	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2019	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2020	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages.....									-	-	-	-	-	-	-	-	-	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

RELE1325	*Real Estate Mathematics*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2018	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2019	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2020	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages.....									-	-	-	-	-	-	-	-	-	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
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Real Estate Management

RELE1338 *Principles of Real Estate II*

		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	146	31	46	17	2	0	41	9	21%	32%	12%	1%	0%	28%	6%	94%	64%	2.04
2018	114	15	38	17	3	0	32	9	13%	33%	15%	3%	0%	28%	8%	92%	61%	1.85
2019	134	14	42	29	1	0	39	9	10%	31%	22%	1%	0%	29%	7%	93%	63%	1.80
2020	124	28	37	16	1	0	37	5	23%	30%	13%	1%	0%	30%	4%	96%	65%	2.06
2021	142	32	52	19	2	0	32	5	23%	37%	13%	1%	0%	23%	4%	96%	73%	2.28
Averages									18%	33%	15%	1%	0%	27%	6%	94%	66%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

RELE1380 *Co-op Ed - Real Estate*

		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	3	2	1	0	0	0	0	0	67%	33%	0%	0%	0%	0%	0%	100%	100%	3.67
2018	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2019	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2020	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages									67%	33%	0%	0%	0%	0%	0%	100%	100%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
** Success Rate is calculated by dividing the counts of A, B, C and P by the counts of A, B, C, D, P, F and W, using the definition consistent with the National Community College Benchmark Project.*
*** Course GPA is calculated by multiplying the counts of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the aggregated count of A, B, C, D, F and W.*
Sums of distributions may not equal 100 percent due to rounding.

Real Estate Management

RELE2301	*Law of Agency*																	
		Grade Assigned							Grade Distribution							Completion	Success	Course
Year	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Rate	Rate*	GPA**
2017	98	30	41	7	0	0	14	6	31%	42%	7%	0%	0%	14%	6%	94%	80%	2.62
2018	74	18	33	18	0	0	2	3	24%	45%	24%	0%	0%	3%	4%	96%	93%	2.80
2019	69	13	33	9	0	0	12	2	19%	48%	13%	0%	0%	17%	3%	97%	80%	2.45
2020	74	18	23	16	0	0	12	5	24%	31%	22%	0%	0%	16%	7%	93%	77%	2.34
2021	90	19	37	17	3	0	9	5	21%	41%	19%	3%	0%	10%	6%	94%	81%	2.49
Averages									24%	41%	17%	1%	0%	12%	5%	95%	82%	-

Note: The program's course list is based on the 2020-2021 academic catalog. The data source is Collin College's ZogoTech Data System on 10/11/2021.
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Sums of distributions may not equal 100 percent due to rounding.

Texas Real Estate Commission
P.O. Box 12188
Austin, TX 78711-2188
512-936-3000

CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: KUKLA, WILLIAM J
License Type: Broker
License Number: 459974
License Status: Active
Original License Date: 01/20/1998
Exam Date: 01/31/2006
License Upgraded: 02/02/2006
License Expiration Date: 02/28/2023

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
07/13/22	40706	The Things to Understand in the 1-4 Contract	Contracts	Agent eLearning LLC	3
12/08/21	42041	Legal Update I Instructor Training 22-23	Legal Update I	Texas Real Estate Commission	4
12/08/21	42043	Legal Update II Instructor Training 22-23	Legal Update II	Texas Real Estate Commission	4
12/15/20	37727	Professional Standards Training	RE CE Elective	Texas REALTORS	6

Texas Real Estate Commission
P.O. Box 12188
Austin, TX 78711-2188
512-936-3000

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
12/07/20	39963	Broker Responsibility Course Instructor Training (2021-2022)	Broker Responsibility	Texas Real Estate Commission	6
05/04/20	37727	Professional Standards Training	RE CE Elective	Texas REALTORS	6
10/16/19	37798	Legal Update I Instructor Training	Legal Update I	Texas Real Estate Commission	4
10/16/19	37799	Legal Update II Instructor Training	Legal Update II	Texas Real Estate Commission	4
09/12/19	34740	Advanced Mediation Training	RE CE Elective	Texas REALTORS	6
11/29/18	33276	Professional Standards Training	RE CE Elective	Texas REALTORS	6
10/29/18	35368	Broker Responsibility Course Instructor Training	Broker Responsibility	Texas Real Estate Commission	6
04/08/18	34094	Together Teachers Excel	RE CE Elective	Alliance Academy	10
12/11/17	33276	Professional Standards Training	RE CE Elective	Texas REALTORS	6
10/23/17	33200	Legal Update II Instructor Training	Legal Update II	Texas Real Estate Commission	4
10/23/17	33199	Legal Update I Instructor Training	Legal Update I	Texas Real Estate Commission	4
12/06/16	29648	Professional Standards Training	RE CE Elective	Texas REALTORS	6
11/10/16	31451	Broker Responsibility Course Instructor Training	Broker Responsibility	Texas Real Estate Commission	6

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
03/03/16	30199	TREC Strategic Planning Tour - 2 Hour	RE CE Elective	Texas Real Estate Commission	2
03/02/16	30199	TREC Strategic Planning Tour - 2 Hour	RE CE Elective	Texas Real Estate Commission	2
12/01/15	29648	Professional Standards Training	RE CE Elective	Texas REALTORS	6
10/29/15	29590	Legal Update II Instructor Training	Legal Update II	Texas Real Estate Commission	4
10/29/15	29588	Legal Update I Instructor Training	Legal Update I	Texas Real Estate Commission	4
06/04/15	28592	New Lending Laws Affecting the Way We Do Business	RE CE Elective	Dawn Enoch Moore, P.C.	1
12/04/14	26007	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6
10/21/14	27768	Broker Responsibility Course Instructor Training	Broker Responsibility	Texas Real Estate Commission	6
09/05/14	27128	Advanced Mediation Training	RE CE Elective	Texas REALTORS	6
11/13/13	26390	TREC Legal Update Instructor Training 2014-2015	Legal Update I	Texas Real Estate Commission	3
11/13/13	26391	TREC Ethics Instructor Training 2014-2015	Legal Update II	Texas Real Estate Commission	3
09/07/13	25001	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/20/13	24215	Broker Responsibility Instructor Training	Broker Responsibility	Texas Real Estate Commission	6
12/04/12	25001	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6
03/22/12	17692	COMMERCIAL LEASING: TENANT AND LANDLORD REPRESENTATIO N	RE CE Elective	Clifford J Bogart	9
03/22/12	17692	COMMERCIAL LEASING: TENANT AND LANDLORD REPRESENTATIO N	RE CE Elective	Clifford J Bogart	9
01/20/12	23576	SERVING REPEAT & REFERRAL CUSTOMERS	RE CE Elective	Pat Zaby, Inc.	3
12/06/11	17573	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6
11/30/11	23553	TREC Legal Update Instructor Training	Legal Update I	Texas Real Estate Commission	3
11/30/11	23554	TREC Ethics Instructor Training	Legal Update II	Texas Real Estate Commission	3
10/26/11	22651	SENIOR REAL ESTATE SPECIALIST DESIGNATION COURSE	RE CE Elective	Texas REALTORS	15
10/25/11	22651	SENIOR REAL ESTATE SPECIALIST DESIGNATION COURSE	RE CE Elective	Texas REALTORS	15

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
10/05/11	18512	ELDER MOVES: SPECIAL HANDLING REQUIRED	RE CE Elective	Fluid Specialties, Inc.	4
06/02/11	17633	SHORT SALES IN REAL ESTATE	RE CE Elective	Alliant National Title Insurance Co.	2
01/19/11	22591	Blast Off 2011 (Economic Forecast)	RE CE Elective	Collin County Association of REALTORS, Inc.	4
12/02/10	17573	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6
11/23/09	18676	SHORT SALES AND FORECLOSURES: WHAT REAL ESTATE PROFESSIONALS NEE	RE CE Elective	Texas REALTORS	8
11/20/09	18653	TREC ETHICS INSTRUCTOR TRAINING	Legal Update II	Texas Real Estate Commission	3
11/20/09	18652	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3
10/28/09	16883	CMA/APPRAISAL CLASS	RE CE Elective	Collin County Association of REALTORS, Inc.	3
10/22/09	17573	PROFESSIONAL STANDARDS TRAINING	RE CE Elective	Texas REALTORS	6
10/15/09	17739	HOW TO BUY TEXAS FORECLOSURES	RE CE Elective	Foreclosure Listing Service, Inc.	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
09/14/09	18483	REPRESENTING THE FOREIGN INVESTOR IN US MARKETS	RE CE Elective	Texas REALTORS	2
06/03/09	18087	SOCIAL NETWORKING WORKSHOP	RE CE Elective	MTritt Inc.	3
05/27/09	16618	APPLIED REAL ESTATE INVESTMENT, DEVELOPMENT & LEASE ANALYSIS	RE CE Elective	Lubbock Association of Realtors, Inc.	3
01/09/09	711	REAL ESTATE BROKERAGE I	Qualifying RE Topics	Lone Star College Tomball	30
04/25/08	15820	MARITAL RIGHTS	RE CE Elective	Title Resources Guaranty Company	1
01/25/08	15038	SHORT SALES & FORECLOSURES	RE CE Elective	Republic Title of Texas, Inc.	1
11/01/07	16500	TREC ETHICS INSTRUCTOR TRAINING	Legal Update II	Texas Real Estate Commission	3
11/01/07	16499	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3
02/16/07	14145	CCCC REAL ESTATE MCE (INCLUDES TREC L&E)	RE CE Elective	COLLIN COUNTY COMM COLLEGE DIST	9
02/16/07	14145	CCCC REAL ESTATE MCE (INCLUDES TREC L&E)	Legal Update II	COLLIN COUNTY COMM COLLEGE DIST	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/16/07	14145	CCCC REAL ESTATE MCE (INCLUDES TREC L&E)	Legal Update I	COLLIN COUNTY COMM COLLEGE DIST	3
08/02/06	14963	E&Q FAQS: ANSWERS TO AGENT'S TEN MOST FREQUENTLY ASKED QUESTIONS	RE CE Elective	HAVINS & ASSOCIATES, P.C.	1
05/22/06	14117	UNITED TEXAS: HOUSING INITIATIVES THAT WORK	RE CE Elective	Texas REALTORS	4
10/12/05	14213	DOUBLE CONTRACTING & DEFRAUDING THE LENDER	RE CE Elective	Republic Title of Texas, Inc.	1
02/02/05	13221	BUILD A REFERRAL BASED BUSINESS TO GROW YOUR BOTTOMLINE	RE CE Elective	REAL ESTATE LEARNING SYSTEMS	4
12/15/04	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	615
11/19/04	13839	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3
11/18/04	13838	TREC ETHICS INSTRUCTOR TRAINING	Legal Update II	Texas Real Estate Commission	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
09/13/04	13359	DECODING THE CODE - A PRACTICAL APPLICATION OF THE REALTOR CODE	Legal Update I	Collin County Association of REALTORS, Inc.	3
08/18/04	211	REAL ESTATE APPRAISAL I	Qualifying RE Topics	Collin College	45
04/02/04	13160	TECHNOLOGIES TO ADVANCE YOUR BUSINESS/CRS 206	Legal Update II	LONE STAR CRS CHAPTER	3
04/02/04	13160	TECHNOLOGIES TO ADVANCE YOUR BUSINESS/CRS 206	RE CE Elective	LONE STAR CRS CHAPTER	9
04/02/04	13160	TECHNOLOGIES TO ADVANCE YOUR BUSINESS/CRS 206	Legal Update I	LONE STAR CRS CHAPTER	3
08/15/03	12166	CRS 204: CREATING WEALTH THROUGH RESIDENTIAL REAL ESTATE INVESTM	RE CE Elective	LONE STAR CRS CHAPTER	15
05/01/03	555	GRI II(MARKETING)	Qualifying RE Topics	Texas REALTORS	30
04/04/03	12813	LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST - CRS 201	Legal Update I	LONE STAR CRS CHAPTER	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/04/03	12813	LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST - CRS 201	RE CE Elective	LONE STAR CRS CHAPTER	9
04/04/03	12813	LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST - CRS 201	Legal Update II	LONE STAR CRS CHAPTER	3
08/29/02	444	GRI I(FINANCE)	Qualifying RE Topics	Texas REALTORS	30
01/17/02	888	GRI III(PROPERTY MGMT)	Qualifying RE Topics	Texas REALTORS	30
05/14/01	811	PROPERTY MANAGEMENT I	Qualifying RE Topics	Collin College	45
01/18/01	11942	CODE ENFORCEMENT	Legal Update II	Texas REALTORS	3
01/18/01	11942	CODE ENFORCEMENT	Legal Update I	Texas REALTORS	3
10/01/00	611	REAL ESTATE MATH I	Qualifying RE Topics	Collin College	45
04/05/00	11597	EFFECTIVE BUYER REPRESENTATIO N	Legal Update I	CONTINUING EDUCATION INSTITUTE	9
04/05/00	11597	EFFECTIVE BUYER REPRESENTATIO N	RE CE Elective	CONTINUING EDUCATION INSTITUTE	6
12/31/99	1200	LAW OF CONTRACTS	Qualifying RE Topics	Collin College	45
12/31/98	411	REAL ESTATE FINANCE I	Qualifying RE Topics	Collin College	45

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
12/31/97	1111	LAW OF AGENCY	Qualifying RE Topics	Collin College	45
12/31/97	511	REAL ESTATE MARKETING I	Qualifying RE Topics	Collin College	45
12/31/97	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	Collin College	45
12/31/97	112	Principles of Real Estate II	Qualifying RE Topics	Collin College	45

Additional information about this license holder may be viewed at the agency's website (www.trec.texas.gov) using the License Holder Search found on the home page. The original license date does not necessarily reflect continuous licensure. Copies of any final orders resulting from disciplinary action taken against the license holder may also be found using the Check for Disciplinary Actions link displayed under the "Related Information" on the sidebar of the License Holder Search results.

--------END OF RECORD--------

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CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: MCLEROY, ROBERT BARTON
License Type: Broker
License Number: 494322
License Status: Active
Original License Date: 03/18/2002
Exam Date: 10/02/2018
License Upgraded: 10/03/2018
License Expiration Date: 10/31/2024

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
10/12/22	41462	Overcoming the Down Payment Hurdle	RE CE Elective	Texas REALTORS	1
05/11/22	42257	Building Your Real Estate Business Through New Home Sales	RE CE Elective	HomesUSA.com, Inc.	2
03/09/22	42040	Legal Update II (2022-2023)	Legal Update II	Collin County Association of REALTORS, Inc.	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/22/22	42039	Legal Update I (2022-2023)	Legal Update I	Collin County Association of REALTORS, Inc.	4
12/06/21	40263	Texas Realtors in Depth Codes of Ethics	RE CE Elective	Texas REALTORS	6
10/22/21	41740	Professional Standards Training	RE CE Elective	Texas REALTORS	6
09/16/21	40255	Advanced Mediation Training	RE CE Elective	Texas REALTORS	6
07/29/21	39652	Agency Issues Impacting Property Managers and Leasing Agents	RE CE Elective	Texas REALTORS	3
07/29/21	39626	Marketing and Leasing Residential Properties	RE CE Elective	Texas REALTORS	3
07/28/21	39627	The Essentials of Residential Leasing	RE CE Elective	Texas REALTORS	3
07/28/21	39625	The Texas Realtors Residential Lease Agreement	Contracts	Texas REALTORS	3
05/13/21	40454	Geographic Farming to Grow Your Business	RE CE Elective	Texas REALTORS	1
05/09/21	39208	Texas Saving Home Energy for Real Estate Professionals	RE CE Elective	InterNACHI	3
05/09/21	37338	Texas Home Enegry Score for Real Estate Professionals	RE CE Elective	InterNACHI	2
04/24/21	37688	The Forms You Need to Know	Contracts	Texas REALTORS	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/31/20	39651	The NAR Code of Ethics	RE CE Elective	Texas REALTORS	3
04/21/19	33198	Legal Update II (2018-2019)	Legal Update II	Alliance Academy	4
04/20/19	33197	Legal Update I (2018-2019)	Legal Update I	Alliance Academy	4
04/17/19	34722	Marketing Basics	RE CE Elective	Alliance Academy	1
04/06/19	36293	Positioning for the Future	RE CE Elective	Alliance Academy	10
08/21/18	351	Promulgated Contract Forms	Qualifying RE Topics	Mbition Learn Real Estate	30
08/13/18	751	Real Estate Brokerage	Qualifying RE Topics	Champions School of Real Estate, LTD	30
02/28/17	29623	Legal Update II	Legal Update II	Alliance Academy	4
02/28/17	29622	Legal Update I	Legal Update I	Alliance Academy	4
08/20/16	18500	Other Designation	RE CE Elective		30
08/17/16	18500	Other Designation	RE CE Elective		30
08/12/16	18500	Other Designation	RE CE Elective		30
01/05/15	26448	TREC Legal Update MCE	Legal Update I	Texas State University	3
01/05/15	26447	TREC Ethics MCE	Legal Update II	Texas State University	3
01/05/15	25132	HOW TO MANAGE COMMUNITY ASSOCIATIONS - ONLINE	RE CE Elective	AbsoluteCE	9
02/21/12	23562	TREC Ethics MCE	Legal Update II	123CE Inc	3
02/21/12	23561	TREC Legal Update MCE	Legal Update I	123CE Inc	3
08/18/11	17692	COMMERCIAL LEASING: TENANT AND LANDLORD REPRESENTATIO N	RE CE Elective	Clifford J Bogart	9

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/18/11	17692	COMMERCIAL LEASING: TENANT AND LANDLORD REPRESENTATIO N	RE CE Elective	Clifford J Bogart	9
03/16/11	18658	TREC ETHICS MCE (E) (ONLINE EXAM)	Legal Update II	Commercial Institute, Inc.	3
03/16/11	17937	PERSONAL DEVELOPMENT STRATEGIES OF TOP BROKERS ONLINE	RE CE Elective	Commercial Institute, Inc.	9
03/13/11	18657	TREC LEGAL UPDATE MCE (L) (ONLINE EXAM)	Legal Update I	Commercial Institute, Inc.	3
03/05/09	16739	SCAMS & SCALAWAGS	RE CE Elective	Texas Tech University	9
03/05/09	16503	TREC LEGAL UPDATE AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update I	Texas Tech University	3
03/05/09	16503	TREC LEGAL UPDATE AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update II	Texas Tech University	3
11/01/07	16499	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/28/07	14295	TREC MANDATORY ETHICS UPDATE (E) (ON-LINE/EXAM)	Legal Update II	Commercial Institute, Inc.	3
02/27/07	14296	TREC MANDATORY LEGAL UPDATE (L) (ON-LINE/EXAM)	Legal Update I	Commercial Institute, Inc.	3
02/26/07	13907	THE ULTIMATE TIME MANAGEMENT COURSE	RE CE Elective	Commercial Institute, Inc.	9
12/15/04	6000	REAL ESTATE RELATED	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	45
12/15/04	912	REAL ESTATE INVESTMENT II	Qualifying RE Topics	The University of Texas at Arlington	45
12/11/04	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	450
11/19/04	13839	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3
11/18/04	13838	TREC ETHICS INSTRUCTOR TRAINING	Legal Update II	Texas Real Estate Commission	3
08/15/04	6000	REAL ESTATE RELATED	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	45
08/31/03	211	REAL ESTATE APPRAISAL I	Qualifying RE Topics	The University of Texas at Arlington	45

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/31/03	411	REAL ESTATE FINANCE I	Qualifying RE Topics	The University of Texas at Arlington	45
05/31/03	911	REAL ESTATE INVESTMENTS I	Qualifying RE Topics	The University of Texas at Arlington	45
01/27/02	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	NORTH LAKE COLLEGE	60
12/16/01	1111	LAW OF AGENCY	Qualifying RE Topics	NORTH LAKE COLLEGE	45
10/28/01	1200	LAW OF CONTRACTS	Qualifying RE Topics	NORTH LAKE COLLEGE	45
08/22/01	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	90

Additional information about this license holder may be viewed at the agency's website (www.trec.texas.gov) using the License Holder Search found on the home page. The original license date does not necessarily reflect continuous licensure. Copies of any final orders resulting from disciplinary action taken against the license holder may also be found using the Check for Disciplinary Actions link displayed under the "Related Information" on the sidebar of the License Holder Search results.

--------END OF RECORD--------

TEXAS DEPARTMENT OF LICENSING & REGULATION

Continuing Education Courses Look Up

Courses Taken

Name: MCLEROY, ROBERT BARTON **Lic#:** 12368 **License Expiration:** 7/6/2023
License Type: PROPERTY TAX CONSULTANT

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Date	Course #	Course Name	State Law / Rules	Ethics	Appraisal	PTC Related	Dup	Provider Name
01/23/2022	24610	24 HR PROPERTY TAX CONSULTANT RENEWAL	8.00	4.00	6.00	6.00		1 STOP RENEWAL (#2078)
05/10/2021	23170	12 HR PROPERTY TAX CONSULTANT RENEWAL	3.00	1.00	4.00	4.00		1ST CHOICE CE (#2023)
			State Law / Rules	Ethics	Appraisal	PTC Related		
Total			11.00	5.00	10.00	10.00		

Course Total Hours 36.00

Continuing education providers have seven days to notify TDLR that you completed a course. If you do not see your course listed above and it has been at least seven days since you completed the course, please contact the course provider to find out why your course is not on file with TDLR.

Continuing Education Provider List Property Tax Consultant Licensing
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Texas Homeland Security | Texas Transparency | Texas Veterans Portal | Contact TDLR

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CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: LAY, STEVEN DANIEL
License Type: Broker
License Number: 388649
License Status: Active
Original License Date: 10/05/1987
Exam Date: 11/03/1989
License Upgraded: 11/07/1989
License Expiration Date: 06/30/2023

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
06/22/21	37797	Legal Update II (2020-2021)	Legal Update II	McKissock Learning	4
06/21/21	37796	Legal Update I (2020-2021)	Legal Update I	McKissock Learning	4
05/17/21	39864	NAR: May the Code be With You	RE CE Elective	McKissock Learning	3
05/11/21	40644	Real Estate Investing: Beyond the Basics	RE CE Elective	McKissock Learning	4
05/06/21	37721	A New Look at Contract Law	Contracts	McKissock Learning	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
06/24/19	33198	Legal Update II (2018-2019)	Legal Update II	360training.com, Inc.	4
06/19/19	36323	Property Management - PDF	RE CE Elective	360training.com, Inc.	4
06/18/19	35784	Liens, Taxes and Foreclosures	RE CE Elective	360training.com, Inc.	3
04/23/19	35785	Closing and Settlement Costs	RE CE Elective	360training.com, Inc.	3
04/04/19	33197	Legal Update I (2018-2019)	Legal Update I	Republic Title of Texas, Inc.	4
05/08/17	30178	Millennials are Changing Real Estate: Are Your Ready?	RE CE Elective	McKissock Learning	4
03/02/17	30051	RPR Mobile	RE CE Elective	Republic Title of Texas, Inc.	1
10/06/16	29623	Legal Update II	Legal Update II	Champions School of Real Estate, LTD	4
10/06/16	29622	Legal Update I	Legal Update I	Champions School of Real Estate, LTD	4
10/06/16	29978	Technology Update	RE CE Elective	Champions School of Real Estate, LTD	2
08/11/16	29673	Cloud CMA Unleashed	RE CE Elective	Republic Title of Texas, Inc.	3
05/18/15	26393	TREC Ethics MCE	Legal Update II	Champions School of Real Estate, LTD	3
05/18/15	26392	TREC Legal Update MCE	Legal Update I	Champions School of Real Estate, LTD	3
03/04/15	26649	eEdge - My Marketing	RE CE Elective	MTritt Inc.	2
01/16/15	27138	Become Google Great	RE CE Elective	MTritt Inc.	2
01/15/15	27136	Realist Tax	RE CE Elective	Collin County Association of REALTORS, Inc.	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
12/17/14	27047	Advanced MLS Listings	RE CE Elective	Collin County Association of REALTORS, Inc.	3
12/16/14	26648	Lead Generate with Facebook	RE CE Elective	MTritt Inc.	2
11/20/13	24541	ADVANCED NTREIS LISTINGS 102	RE CE Elective	Collin County Association of REALTORS, Inc.	3
04/23/13	24214	BROKER RESPONSIBILITY COURSE	Broker Responsibility	Champions School of Real Estate, LTD	6
04/22/13	23556	TREC Ethics MCE	Legal Update II	Champions School of Real Estate, LTD	3
04/22/13	24483	HOTTEST OF THE NEW TECH	RE CE Elective	Champions School of Real Estate, LTD	3
04/22/13	23555	TREC Legal Update MCE	Legal Update I	Champions School of Real Estate, LTD	3
04/11/11	18650	TREC ETHICS MCE (E)	Legal Update II	Champions School of Real Estate, LTD	3
04/11/11	18649	TREC LEGAL UPDATE MCE (L)	Legal Update I	Champions School of Real Estate, LTD	3
04/08/11	19237	INSIDER'S GUIDE TO COMMERCIAL REAL ESTATE	RE CE Elective	Champions School of Real Estate, LTD	9
02/19/09	811	PROPERTY MANAGEMENT I	Qualifying RE Topics	Collin College	30
11/01/07	16499	TREC LEGAL UPDATE INSTRUCTOR TRAINING	Legal Update I	Texas Real Estate Commission	3
11/01/07	16500	TREC ETHICS INSTRUCTOR TRAINING	Legal Update II	Texas Real Estate Commission	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/14/07	14295	TREC MANDATORY ETHICS UPDATE (E) (ON-LINE/EXAM)	Legal Update II	Commercial Institute, Inc.	3
04/14/07	14296	TREC MANDATORY LEGAL UPDATE (L) (ON-LINE/EXAM)	Legal Update I	Commercial Institute, Inc.	3
03/22/07	15550	ETHICS FOR THE REAL ESTATE MANAGER - ETH800	RE CE Elective	Institute of Real Estate Management	5
09/26/06	13802	PROPERTY MANAGEMENT PLANS: THE IREM MODEL - BDM602	RE CE Elective	Institute of Real Estate Management	14
02/17/05	811	PROPERTY MANAGEMENT I	Qualifying RE Topics	Collin College	45
02/08/03	12509	CCCC REAL ESTATE MCE	Legal Update I	COLLIN COUNTY COMM COLLEGE DIST	12
02/08/03	12509	CCCC REAL ESTATE MCE	RE CE Elective	COLLIN COUNTY COMM COLLEGE DIST	3
05/24/01	11615	INCOME PROPERTY ANALYSIS	Legal Update I	Kaplan Real Estate Education	3
05/24/01	11615	INCOME PROPERTY ANALYSIS	RE CE Elective	Kaplan Real Estate Education	9
05/24/01	11615	INCOME PROPERTY ANALYSIS	Legal Update II	Kaplan Real Estate Education	3
05/27/99	11304	CONTRACTS	RE CE Elective	Texas Tech University	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/27/99	11304	CONTRACTS	Legal Update I	Texas Tech University	12
05/15/98	10894	COMMERCIAL BROKERAGE & ETHICAL CONDUCT	Legal Update I	Texas Tech University	3
05/15/98	10894	COMMERCIAL BROKERAGE & ETHICAL CONDUCT	RE CE Elective	Texas Tech University	9
05/15/98	10894	COMMERCIAL BROKERAGE & ETHICAL CONDUCT	Legal Update II	Texas Tech University	3
10/14/94	10292	FINANCE UPDATE PLUS ENVIRONMENTAL ISSUES	RE CE Elective	Kaplan Real Estate Education	3
10/14/94	10292	FINANCE UPDATE PLUS ENVIRONMENTAL ISSUES	Legal Update I	Kaplan Real Estate Education	4
10/13/94	10293	LEGAL UPDATE	Legal Update I	Kaplan Real Estate Education	8
11/17/91	10103	COMMERCIAL REAL ESTATE IN THE 1990'S	RE CE Elective	ZCI, INC.	9
11/17/91	10103	COMMERCIAL REAL ESTATE IN THE 1990'S	Legal Update I	ZCI, INC.	3
11/17/91	10103	COMMERCIAL REAL ESTATE IN THE 1990'S	Legal Update II	ZCI, INC.	3
07/31/89	911	REAL ESTATE INVESTMENTS I	Qualifying RE Topics	Champions School of Real Estate, LTD	30

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
07/20/89	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	630
06/30/89	811	PROPERTY MANAGEMENT I	Qualifying RE Topics	Champions School of Real Estate, LTD	30
05/31/88	211	REAL ESTATE APPRAISAL I	Qualifying RE Topics	HOUSTON COMMUNITY COLLEGE SYSTEM	45
05/31/87	311	REAL ESTATE LAW I	Qualifying RE Topics	HOUSTON COMMUNITY COLLEGE SYSTEM	45
05/31/86	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	HOUSTON COMMUNITY COLLEGE SYSTEM	45

Additional information about this license holder may be viewed at the agency's website (www.trec.texas.gov) using the License Holder Search found on the home page. The original license date does not necessarily reflect continuous licensure. Copies of any final orders resulting from disciplinary action taken against the license holder may also be found using the Check for Disciplinary Actions link displayed under the "Related Information" on the sidebar of the License Holder Search results.

--------END OF RECORD--------

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CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: MCLEOD, JAMES DEAN
License Type: Sales Agent
License Number: 493166
License Status: Active
Original License Date: 02/06/2002
Exam Date: 02/05/2002
License Expiration Date: 03/31/2024

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
03/02/22	39327	Commercial Letter of Intent - Beginners Road Map	RE CE Elective	Texas REALTORS	3
01/13/22	42039	Legal Update I (2022-2023)	Legal Update I	Collin County Association of REALTORS, Inc.	4
12/29/21	37797	Legal Update II (2020-2021)	Legal Update II	Collin County Association of REALTORS, Inc.	4
10/04/21	41145	Understanding the Nature of a Farm and Ranch Contract	Contracts	Texas REALTORS	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
09/30/21	40563	How to Avoid Getting Sued	RE CE Elective	Texas REALTORS	2
09/08/21	40962	Credit Reporting & Scoring: What You & Your Buyers Need to Know	RE CE Elective	ACE Credit Consulting	1
05/13/21	37139	Titles, Surveys, Floods & MUDs	RE CE Elective	Kathryn C Wheat School of Real Estate	3
02/08/21	40087	Social Media Marketing to Custom Audiences	RE CE Elective	MTritt Inc.	2
02/02/21	38671	7 Ways to Improve Your Business	RE CE Elective	MTritt Inc.	2
11/10/20	37382	43 Ways to Lose Your License	RE CE Elective	Texas REALTORS	1
11/05/20	38125	Video Marketing for Realtors	RE CE Elective	Stewart Title Company	1
10/06/20	39876	Mastering Relationship Marketing for Realtors	RE CE Elective	Catherine Connors	2
06/24/20	35022	Buy and Hold Investing	RE CE Elective	StepStone Realty, LLC	2
06/17/20	39367	Lead Generation in this New World	RE CE Elective	StepStone Realty, LLC	2
05/28/20	36740	Understanding Agency for the Investor Agent	RE CE Elective	StepStone Realty, LLC	2
05/21/20	36427	Sub2	RE CE Elective	StepStone Realty, LLC	2
05/19/20	35609	Wholesaling 101	RE CE Elective	StepStone Realty, LLC	2
05/14/20	35113	Investor 101	RE CE Elective	StepStone Realty, LLC	2

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/02/20	34403	Become Google Great	RE CE Elective	MTritt Inc.	3
03/26/20	35947	Video Marketing for Real Estate	RE CE Elective	MTritt Inc.	3
03/24/20	37773	Canva for Beginners	RE CE Elective	Collin County Association of REALTORS, Inc.	2
03/17/20	35557	Luxury Listings: Working with Sellers of $1M+ Properties	RE CE Elective	Preferred Systems, Inc.	2
03/03/20	35265	Commercial Leasing 101	RE CE Elective	Texas REALTORS	3
02/04/20	35367	Broker Responsibility Course (2019-2020)	Broker Responsibility	Collin County Association of REALTORS, Inc.	6
02/03/20	35644	Lead Generation 101	RE CE Elective	Stewart Title Company	2
01/13/20	37626	The iBuyer Era	RE CE Elective	Stewart Title Company	1
01/09/20	37796	Legal Update I (2020-2021)	Legal Update I	Texas REALTORS	4
01/09/20	37797	Legal Update II (2020-2021)	Legal Update II	Texas REALTORS	4
05/08/19	35609	Wholesaling 101	RE CE Elective	StepStone Realty, LLC	2
03/30/19	34401	Anatomy of a Lawsuit: Avoiding Being Sued by Residential Buyers	RE CE Elective	Almanza, Blackburn, Dickie & Mitchell, A Registered LLP	1
03/28/19	35315	When Agents Get Sued:Case Studies of Actual Agent Lawsuits	RE CE Elective	Almanza, Blackburn, Dickie & Mitchell, A Registered LLP	1
09/26/18	33772	Discover Your Facebook Goldmine	RE CE Elective	MTritt Inc.	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
09/18/18	34123	Remine	RE CE Elective	Stewart Title Company	1
08/29/18	31624	RENE Certification Course - 2 Day	RE CE Elective	Texas REALTORS	16
06/08/18	34123	Remine	RE CE Elective	Stewart Title Company	1
04/27/18	34306	The ABC's of Flipping	RE CE Elective	Texas REALTORS	2
03/28/18	30810	Buy & Hold Real Estate	RE CE Elective	MetroTex Association of Realtors, Inc.	1
03/23/18	31846	DocuSign Advanced	RE CE Elective	Republic Title of Texas, Inc.	2
03/16/18	33198	Legal Update II (2018-2019)	Legal Update II	Collin County Association of REALTORS, Inc.	4
03/15/18	33197	Legal Update I (2018-2019)	Legal Update I	Collin County Association of REALTORS, Inc.	4
10/03/17	29743	Evernote for Everything in Real Estate	RE CE Elective	MTritt Inc.	2
10/20/16	31352	Understand Builder Contracts and Addendums	RE CE Elective	Carlisle Title of Texas, LLC	2
05/25/16	30328	Strategies of Top Listing Agents	RE CE Elective	Collin County Association of REALTORS, Inc.	4
03/10/16	28416	Apps for Real Estate	RE CE Elective	Dawn Enoch Moore, P.C.	1
02/17/16	30051	RPR Mobile	RE CE Elective	Republic Title of Texas, Inc.	1
01/06/16	26907	Contract Revisions	RE CE Elective	Republic Title of Texas, Inc.	1

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
09/23/15	28632	Texas Vet: Housing and Land Loan Program	RE CE Elective	Texas REALTORS	1
09/18/15	28188	Contracts	RE CE Elective	Collin County Association of REALTORS, Inc.	3
09/18/15	27765	Broker Responsibility Course	Broker Responsibility	Collin County Association of REALTORS, Inc.	6
09/17/15	28419	Video & You	RE CE Elective	Dawn Enoch Moore, P.C.	1
09/16/15	26392	TREC Legal Update MCE	Legal Update I	Collin County Association of REALTORS, Inc.	3
09/16/15	26393	TREC Ethics MCE	Legal Update II	Collin County Association of REALTORS, Inc.	3
08/20/15	555	GRI II(MARKETING)	Qualifying RE Topics	Texas REALTORS	30
08/05/15	29151	Pinterest for Profit	RE CE Elective	Dawn Enoch Moore, P.C.	1
06/12/15	27595	CMA's in NTREIS Matrix	RE CE Elective	Republic Title of Texas, Inc.	2
01/14/15	28024	Cloud CMA in NTREIS Matrix	RE CE Elective	Republic Title of Texas, Inc.	2
12/16/14	26648	Lead Generate with Facebook	RE CE Elective	MTritt Inc.	2
12/02/14	28016	A VISION FOR 2015 & BEYOND	RE CE Elective	Champions School of Real Estate, LTD	2
11/13/14	26357	Residential Service Contract - Basic	RE CE Elective	Rosow Education	1
11/08/14	26249	TITLE COMMITMENT 101	RE CE Elective	Republic Title of Texas, Inc.	1

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/23/14	26731	How to Work Multiple Offers Without Giving Your Broker an Ulcer	RE CE Elective	Chicago Title DFW	1
03/27/14	22348	Video Marketing For Your Business	RE CE Elective	MTritt Inc.	2
03/27/14	22348	Video Marketing For Your Business	RE CE Elective	MTritt Inc.	2
03/23/14	24764	REAL ESTATE MARKETING: HOW TO GET RICH IN REAL ESTATE...AND HAVE	RE CE Elective	St Edward's University Professional Education	9
03/21/14	26447	TREC Ethics MCE	Legal Update II	St Edward's University Professional Education	3
03/07/14	26392	TREC Legal Update MCE	Legal Update I	Dawn Enoch Moore, P.C.	3
10/10/12	24080	FOUNDATION REPAIRS: HOW TO AVOID CLOSING PITFALLS WHILE GAINING	RE CE Elective	Thomas M Kidd	3
03/29/12	19487	IPAD - A REAL ESTATE TOOL	RE CE Elective	Chicago Title DFW	2
02/15/12	23556	TREC Ethics MCE	Legal Update II	Collin County Association of REALTORS, Inc.	3
02/15/12	23555	TREC Legal Update MCE	Legal Update I	Collin County Association of REALTORS, Inc.	3
01/31/12	23901	BLOGGING FOR TODAY'S REALTOR	RE CE Elective	Amy Smythe Harris	2

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
12/16/11	23688	Mobile Agent	RE CE Elective	Collin County Association of REALTORS, Inc.	2
12/16/11	23687	iPad	RE CE Elective	Collin County Association of REALTORS, Inc.	2
04/27/11	22642	Run the Numbers...Seal the Deal	RE CE Elective	Pat Zaby, Inc.	3
07/15/10	17383	NAVIGATING AN REO CONTRACT	RE CE Elective	Republic Title of Texas, Inc.	1
06/03/10	17492	SUCCESSFULLY SELLING HUD HOMES	RE CE Elective	Kaplan Real Estate Education	4
02/25/10	18836	NTREIS INNOVIA ADVANCED 102	RE CE Elective	Collin County Association of REALTORS, Inc.	3
02/05/10	18649	TREC LEGAL UPDATE MCE (L)	Legal Update I	Collin County Association of REALTORS, Inc.	3
01/29/10	18835	NTREIS INNOVIA BASIC 101	RE CE Elective	Collin County Association of REALTORS, Inc.	3
01/26/10	18650	TREC ETHICS MCE (E)	Legal Update II	Collin County Association of REALTORS, Inc.	3
12/16/09	18616	THE CHANGING FACE OF RESPA	RE CE Elective	SOUTHLAKE REAL ESTATE ACADEMY,	1
11/17/09	18223	CONCRETE TO CLOSING	RE CE Elective	Ebby Halliday Real Estate, Inc.	2
11/12/08	17439	DISTRESSED OWNERS - FORECLOSURE OVERVIEW	RE CE Elective	Foreclosure Listing Service, Inc.	1

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
11/07/08	16182	TITLE COMMITMENT 101	RE CE Elective	Republic Title of Texas, Inc.	1
09/11/08	17157	NTREIS LISTINGS 102	RE CE Elective	Collin County Association of REALTORS, Inc.	3
04/22/08	16237	MARKETING WITHOUT MONEY	RE CE Elective	Texas REALTORS	2
04/08/08	16013	A SHORT STORY ABOUT SHORT SALES	RE CE Elective	PGP TITLE, INC	1
04/08/08	16174	BASIC MINERAL RIGHTS IN TEXAS REAL ESTATE	RE CE Elective	PGP TITLE, INC	1
02/22/08	16496	TREC LEGAL UPDATE MCE (L)	Legal Update I	Champions School of Real Estate, LTD	3
02/18/08	16497	TREC ETHICS MCE (E)	Legal Update II	Rate of Change Training	3
11/02/07	16422	ESTRATGEY: HOW TO LIST, PROSPECT AND LAUGH IN A CHANGING MARKET	RE CE Elective	PINNACLE QUEST	3
09/21/07	16215	THE MILLIONAIRE REAL ESTATE AGENT: IT'S NOT ABOUT THE MONEY	RE CE Elective	Rate of Change Training	9
05/09/07	15789	INTERNET LEAD GENERATION	RE CE Elective	MTritt Inc.	2
05/07/07	15790	EFFECTIVELY DESIGN A REAL ESTATE WEBSITE	RE CE Elective	MTritt Inc.	2

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/19/07	14632	IRS CODE SECTION 1031 TAX FREE EXCHANGES	RE CE Elective	Title Resources Guaranty Company	1
03/19/07	14412	CONVERTING TECHNOLOGY INTO CASH!	RE CE Elective	PINNACLE QUEST	3
02/09/06	14811	CONTRACTS & NEGOTIATIONS (EL) (INCLUDES TREC LEGAL & ETHICS)	Legal Update I	Collin County Association of REALTORS, Inc.	3
02/09/06	14811	CONTRACTS & NEGOTIATIONS (EL) (INCLUDES TREC LEGAL & ETHICS)	RE CE Elective	Collin County Association of REALTORS, Inc.	9
02/09/06	14811	CONTRACTS & NEGOTIATIONS (EL) (INCLUDES TREC LEGAL & ETHICS)	Legal Update II	Collin County Association of REALTORS, Inc.	3
01/26/06	14277	LEARNING ZIPFORM ONLINE	RE CE Elective	MTritt Inc.	1
05/04/05	14022	MARKETING WITH NTREIS AND TOP PRODUCER 7I	RE CE Elective	TECHNOSMART FUTURE	3
02/06/04	13375	CRS NINJA SELLING	RE CE Elective	Collin County Association of REALTORS, Inc.	8
01/22/04	12571	MCE-NEGOTIATIONS	RE CE Elective	Kaplan Real Estate Education	2
01/22/04	12465	CONTRACT POINTERS	Legal Update I	Kaplan Real Estate Education	3
01/22/04	12571	MCE-NEGOTIATIONS	Legal Update I	Kaplan Real Estate Education	2

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
01/21/04	13184	PURCHASING POWER	RE CE Elective	Kaplan Real Estate Education	2
01/21/04	13184	PURCHASING POWER	Legal Update I	Kaplan Real Estate Education	3
01/21/04	13184	PURCHASING POWER	Legal Update II	Kaplan Real Estate Education	3
01/30/03	12297	MOLD, MILDEW AND YOU	Legal Update I	Kaplan Real Estate Education	4
01/30/03	11943	REAL ESTATE ETHICS - TAPES	Legal Update II	Kaplan Real Estate Education	3
01/29/03	12700	CONTRACTS AND UPDATE	Legal Update I	Kaplan Real Estate Education	8
10/10/02	12340	EFFECTIVE BUYER REPRESENTATIO N	Legal Update I	CONTINUING EDUCATION INSTITUTE	9
10/10/02	12340	EFFECTIVE BUYER REPRESENTATIO N	RE CE Elective	CONTINUING EDUCATION INSTITUTE	6
10/07/02	12391	THE E-BUYER	Legal Update I	CONTINUING EDUCATION INSTITUTE	3
10/07/02	12391	THE E-BUYER	RE CE Elective	CONTINUING EDUCATION INSTITUTE	4
01/10/02	1200	LAW OF CONTRACTS	Qualifying RE Topics	Kaplan Real Estate Education	30
12/19/01	1111	LAW OF AGENCY	Qualifying RE Topics	Kaplan Real Estate Education	30
12/31/99	311	REAL ESTATE LAW I	Qualifying RE Topics	Collin College	45
08/31/99	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	Collin College	45

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/31/99	112	Principles of Real Estate II	Qualifying RE Topics	Collin College	45
05/31/92	911	REAL ESTATE INVESTMENTS I	Qualifying RE Topics	Collin College	45

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--------END OF RECORD--------

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CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: FLANIGAN, LATOYA POLAND
License Type: Broker
License Number: 533322
License Status: Active
Original License Date: 03/21/2005
Exam Date: 03/14/2009
License Upgraded: 04/14/2009
License Expiration Date: 04/30/2024

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/15/22	40062	Commercial Contracts: Purchase and Leases	Contracts	Clifford J Bogart	3
03/11/22	40561	TREC Contracts & Addenda	Contracts	Purvis Real Estate Training Institute	4
03/11/22	39962	Broker Responsibility Course (2021-2022)	Broker Responsibility	Purvis Real Estate Training Institute	6
03/10/22	42040	Legal Update II (2022-2023)	Legal Update II	Purvis Real Estate Training Institute	4
03/10/22	42039	Legal Update I (2022-2023)	Legal Update I	Purvis Real Estate Training Institute	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
12/01/21	40603	Matrix MLS Tips & Tricks	RE CE Elective	Greater Fort Worth Association of Realtors, Inc.	2
11/29/21	40601	ZipForm for MLS	RE CE Elective	Greater Fort Worth Association of Realtors, Inc.	2
01/27/21	39185	Six Common Mistakes License Holders Make	RE CE Elective	AbsoluteCE	1
01/27/21	34457	Goal Setting in Real Estate	RE CE Elective	AbsoluteCE	3
05/29/20	35367	Broker Responsibility Course (2019-2020)	Broker Responsibility	AbsoluteCE	6
05/29/20	37797	Legal Update II (2020-2021)	Legal Update II	AbsoluteCE	4
05/20/20	37796	Legal Update I (2020-2021)	Legal Update I	AbsoluteCE	4
07/02/18	34453	Six Common Mistakes License Holders Make	RE CE Elective	AbsoluteCE	1
07/02/18	33198	Legal Update II (2018-2019)	Legal Update II	AbsoluteCE	4
07/02/18	33197	Legal Update I (2018-2019)	Legal Update I	AbsoluteCE	4
07/01/18	34457	Goal Setting in Real Estate	RE CE Elective	AbsoluteCE	3
06/30/18	31450	Broker Responsibility Course	Broker Responsibility	AbsoluteCE	6
04/28/16	27767	Broker Responsibility Course	Broker Responsibility	Texas State University	6
04/28/16	30561	How to Become a Great Negotiator	RE CE Elective	AbsoluteCE	6

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/27/16	29623	Legal Update II	Legal Update II	Purvis Real Estate Training Institute	4
04/27/16	29622	Legal Update I	Legal Update I	Purvis Real Estate Training Institute	4
04/29/14	24228	BROKER RESPONSIBILITY COURSE (CCR)	Broker Responsibility	Texas State University	6
04/29/14	26448	TREC Legal Update MCE	Legal Update I	Texas State University	3
04/29/14	26447	TREC Ethics MCE	Legal Update II	Texas State University	3
04/29/14	26601	How to Get Your Life Back by Delegating	RE CE Elective	AbsoluteCE	3
04/29/12	23562	TREC Ethics MCE	Legal Update II	AbsoluteCE	3
04/27/12	23561	TREC Legal Update MCE	Legal Update I	AbsoluteCE	3
02/16/12	914	REAL ESTATE INV IV	Qualifying RE Topics	COMMERCIAL INVESTMENT REAL ESTATE INSTITUTE	30
04/26/10	18656	TREC Legal Update AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update I	Kaplan University	3
04/26/10	18129	FORECLOSURES, SHORT SALES, REO'S & AUCTIONS	RE CE Elective	Kaplan University	6
04/26/10	18134	SUSTAINABLE HOUSING	RE CE Elective	Kaplan University	3
04/26/10	18656	TREC Legal Update AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update II	Kaplan University	3

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03/26/10	912	REAL ESTATE INVESTMENT II	Qualifying RE Topics	COMMERCIAL INVESTMENT REAL ESTATE INSTITUTE	30
10/30/09	913	REAL ESTATE INVESTMENT	Qualifying RE Topics	COMMERCIAL INVESTMENT REAL ESTATE INSTITUTE	30
07/24/09	6000	REAL ESTATE RELATED	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	30
01/23/09	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	570
01/14/09	711	REAL ESTATE BROKERAGE I	Qualifying RE Topics	KAPLAN UNIVERSITY	30
10/21/08	15508	INTRODUCTION TO COMMERCIAL INVESTMENT REAL ESTATE ANALYSIS	RE CE Elective	CCIM Institute	12
03/24/08	723	REAL ESTATE BROKERAGE	Qualifying RE Topics	KAPLAN UNIVERSITY	30
12/17/07	912	REAL ESTATE INVESTMENT II	Qualifying RE Topics	The University of Texas at Arlington	45
03/27/07	911	REAL ESTATE INVESTMENTS I	Qualifying RE Topics	KAPLAN UNIVERSITY	30
06/08/06	14484	SYSTEMS FOR SELLERS	RE CE Elective	MetroTex Association of Realtors, Inc.	4
03/16/06	421	LOAN AP, PROCEDURES, C/C	Qualifying RE Topics	MetroTex Association of Realtors, Inc.	30

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/23/06	14652	ARBITRATION OF APPRAISAL REVIEW BOARD DETERMINATIONS	RE CE Elective	Texas REALTORS	9
02/09/06	13882	TREC ETHICS & TREC LEGAL (EL) (INCLUDES TREC L&E)	Legal Update I	MetroTex Association of Realtors, Inc.	3
02/09/06	13882	TREC ETHICS & TREC LEGAL (EL) (INCLUDES TREC L&E)	RE CE Elective	MetroTex Association of Realtors, Inc.	1
02/09/06	13882	TREC ETHICS & TREC LEGAL (EL) (INCLUDES TREC L&E)	Legal Update II	MetroTex Association of Realtors, Inc.	3
10/11/05	13810	INTERNET MARKETING	RE CE Elective	MetroTex Association of Realtors, Inc.	3
07/28/05	13498	INTRODUCTION TO ZIPFORMONLINE	RE CE Elective	MetroTex Association of Realtors, Inc.	2
07/26/05	14191	MANAGING YOUR PROSPECTS	RE CE Elective	MetroTex Association of Realtors, Inc.	2
07/21/05	14310	THE EVICTION PROCESS	RE CE Elective	MetroTex Association of Realtors, Inc.	1
07/14/05	14240	INTRO TO NTREIS LISTINGS	RE CE Elective	MetroTex Association of Realtors, Inc.	3
06/29/04	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	60

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/02/04	1200	LAW OF CONTRACTS	Qualifying RE Topics	NORTH LAKE COLLEGE	30
02/22/04	1111	LAW OF AGENCY	Qualifying RE Topics	NORTH LAKE COLLEGE	30
02/22/04	112	Principles of Real Estate II	Qualifying RE Topics	NORTH LAKE COLLEGE	30
02/01/04	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	NORTH LAKE COLLEGE	30

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CERTIFICATE OF LICENSE HISTORY

An automated search of the Texas Real Estate Commission's database reveals the following licensing information current as of 10/14/2022. Please note: Texas does not license by mere reciprocity.

Name: CHILDRESS, CHERYL LYNN
License Type: Broker
License Number: 544762
License Status: Active
Original License Date: 10/31/2005
Exam Date: 03/02/2020
License Upgraded: 03/04/2020
License Expiration Date: 03/31/2024

DISCIPLINARY ACTIONS

An automated search of the Texas Real Estate Commission's database for the past ten (10) years reveals the following disciplinary action record(s) as of 10/14/2022. Any disciplinary actions listed below are final as of the disposition date. If this section is blank, there were no disciplinary records located.

REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
01/26/22	42501	Ammendments, Addendums and Notices	Contracts	JJ The Educator LLC	4
11/07/21	40459	Technology in Real Estate	RE CE Elective	Champions School of Real Estate, LTD	1
11/07/21	37797	Legal Update II (2020-2021)	Legal Update II	Champions School of Real Estate, LTD	4
11/07/21	39962	Broker Responsibility Course (2021-2022)	Broker Responsibility	Champions School of Real Estate, LTD	6
10/29/21	37796	Legal Update I (2020-2021)	Legal Update I	Champions School of Real Estate, LTD	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/28/21	40031	Essential Topics: 3-Hour Contract Review	Contracts	Champions School of Real Estate, LTD	3
09/20/19	33198	Legal Update II (2018-2019)	Legal Update II	Collin County Association of REALTORS, Inc.	4
09/20/19	33197	Legal Update I (2018-2019)	Legal Update I	Collin County Association of REALTORS, Inc.	4
09/17/19	751	Real Estate Brokerage	Qualifying RE Topics	Champions School of Real Estate, LTD	30
09/18/17	29622	Legal Update I	Legal Update I	Republic Title of Texas, Inc.	4
08/26/17	351	Promulgated Contract Forms	Qualifying RE Topics	Lone Star College Tomball	30
06/15/16	28401	REALTORS Property Resource	RE CE Elective	Texas REALTORS	1
06/06/16	29623	Legal Update II	Legal Update II	Republic Title of Texas, Inc.	4
05/23/16	28320	Rock Your Real Estate Website	RE CE Elective	MTritt Inc.	3
04/05/16	778	GRI Brokerage	Qualifying RE Topics	Texas REALTORS	30
02/18/16	556	GRI Marketing	Qualifying RE Topics	Texas REALTORS	30
01/05/16	27843	Contracts: Points of Interest Through the Title Company	RE CE Elective	FNF Lawyers Title of Texas, Inc.	1
12/01/15	29904	TREC Contracts Update	RE CE Elective	Champions School of Real Estate, LTD	3
11/19/15	444	GRI I(FINANCE)	Qualifying RE Topics	Texas REALTORS	30

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
10/20/15	28272	Short Sales and Foreclosures: What Real Estate Professionals Ne	RE CE Elective	The CE Shop LLC	6
08/20/15	26137	CMA CLINIC	RE CE Elective	MetroTex Association of Realtors, Inc.	4
07/23/15	28199	Matrix to the Max	RE CE Elective	Republic Title of Texas, Inc.	1
07/14/15	26474	TREC Legal Update MCE	Legal Update I	Kaplan Real Estate Education	3
07/14/15	26475	TREC Ethics MCE	Legal Update II	Kaplan Real Estate Education	3
05/14/15	25838	ADVANCED REALTORS PROPERTY RESOURCE	RE CE Elective	Texas REALTORS	2
02/04/15	26024	ACCREDITED BUYER REPRESENTATIVE DESIGNATION COURSE	RE CE Elective	Texas REALTORS	16
12/02/13	26463	What You Need to Know about HOA's	RE CE Elective	FNF Lawyers Title of Texas, Inc.	1
05/24/13	23490	HUD - Processes and Procedures	RE CE Elective	ALLSTAR ACADEMY OF REAL ESTATE	2
12/06/12	17992	INVESTMENT PROPERTY PRACTICE AND MANAGEMENT V3.0 ONLINE	RE CE Elective	Kaplan Real Estate Education	9
12/04/12	23558	TREC Legal Update MCE	Legal Update I	Kaplan University	3
11/20/12	23559	TREC Ethics MCE	Legal Update II	Kaplan University	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/27/11	18656	TREC Legal Update AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update I	Kaplan University	3
08/27/11	18656	TREC Legal Update AND ETHICS MCE (EL) (INCLUDES TREC L & E)	Legal Update II	Kaplan University	3
08/27/11	22996	FORECLOSURES, SHORT SALES, REO'S AND AUCTIONS	RE CE Elective	Kaplan University	9
05/09/11	22560	NEGOTIATION STRATEGIES	RE CE Elective	J. C. Johnson	1
11/17/10	19124	BECOME GOOGLE GREAT	RE CE Elective	MTritt Inc.	2
11/01/10	18373	CONTACTING YOUR CONTACTS	RE CE Elective	Republic Title of Texas, Inc.	2
05/17/10	17384	RECORD KEEPING FOR LICENSEES	RE CE Elective	Republic Title of Texas, Inc.	1
03/24/10	16883	CMA/APPRAISAL CLASS	RE CE Elective	Collin County Association of REALTORS, Inc.	3
09/14/09	18267	LEASE PURCHASE...JUST SAY NO!	RE CE Elective	Republic Title of Texas, Inc.	1
08/27/09	16504	TREC LEGAL UPDATE MCE (L) (ONLINE EXAM)	Legal Update I	Kaplan Real Estate Education	3
08/26/09	16505	TREC ETHICS MCE (E) (ONLINE EXAM)	Legal Update II	Kaplan Real Estate Education	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/24/09	16819	FOUNDATION REPAIRS: HOW TO AVOID CLOSING PITFALLS WHILE GAINING	RE CE Elective	Thomas M Kidd	3
06/29/09	18087	SOCIAL NETWORKING WORKSHOP	RE CE Elective	MTritt Inc.	3
12/30/08	17307	CERTIFIED HOME MARKETING SPECIALIST	RE CE Elective	Champions School of Real Estate, LTD	9
09/21/08	517	Marketing VII	Qualifying RE Topics	KAPLAN UNIVERSITY	30
12/27/07	711	REAL ESTATE BROKERAGE I	Qualifying RE Topics	KAPLAN UNIVERSITY	30
07/27/07	611	REAL ESTATE MATH I	Qualifying RE Topics	KAPLAN UNIVERSITY	30
06/23/07	14435	PREPARING CLIENTS FOR CLOSING	RE CE Elective	MetroTex Association of Realtors, Inc.	4
06/23/07	14534	CONTRACT ADDENDA AND THEIR USE	RE CE Elective	MetroTex Association of Realtors, Inc.	4
06/07/07	14533	LISTING STRATEGIES USING PRICING	RE CE Elective	MetroTex Association of Realtors, Inc.	4
11/20/06	15404	STANDING UP FOR FAIR HOUSING	RE CE Elective	NRT Texas LLC	3
07/21/06	525	REAL ESTATE MARKETING	Qualifying RE Topics	Kaplan Real Estate Education	30
03/15/06	13734	BUYER SERVICES: THE BEST WE HAVE TO OFFER	RE CE Elective	MetroTex Association of Realtors, Inc.	3

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
03/15/06	13734	BUYER SERVICES: THE BEST WE HAVE TO OFFER	Legal Update I	MetroTex Association of Realtors, Inc.	1
03/15/06	13498	INTRODUCTION TO ZIPFORMONLINE	RE CE Elective	MetroTex Association of Realtors, Inc.	2
03/14/06	13810	INTERNET MARKETING	RE CE Elective	MetroTex Association of Realtors, Inc.	3
12/29/05	14477	ADVANCED NTREIS LISTINGS	RE CE Elective	MetroTex Association of Realtors, Inc.	3
12/27/05	14240	INTRO TO NTREIS LISTINGS	RE CE Elective	MetroTex Association of Realtors, Inc.	3
08/23/05	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	60
07/23/05	1200	LAW OF CONTRACTS	Qualifying RE Topics	KAPLAN UNIVERSITY	30
07/17/05	112	Principles of Real Estate II	Qualifying RE Topics	KAPLAN UNIVERSITY	30
06/04/05	1111	LAW OF AGENCY	Qualifying RE Topics	KAPLAN UNIVERSITY	30
05/03/05	111	PRINCIPLES OF REAL ESTATE I	Qualifying RE Topics	KAPLAN UNIVERSITY	30
08/09/03	6100	ALL RELATED (EXCEPT R.E.)	Qualifying RE Topics	SCHOOLS FROM WHICH RELATED CREDIT IS ACCEPTED	570

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CERTIFICATE OF LICENSE HISTORY

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Name: LEVINGSTON, RANDAL
License Type: Sales Agent
License Number: 717361
License Status: Inactive
Original License Date: 02/12/2019
Exam Date: 01/29/2019
License Expiration Date: 02/28/2023

DISCIPLINARY ACTIONS

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REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/24/21	37688	The Forms You Need to Know	Contracts	Texas REALTORS	3
01/12/21	935	Real Estate Investment	Qualifying RE Topics	Kaplan Real Estate Education	30
01/10/21	851	Property Management	Qualifying RE Topics	Kaplan Real Estate Education	30
01/07/21	551	Real Estate Marketing	Qualifying RE Topics	Kaplan Real Estate Education	30
08/09/19	33197	Legal Update I (2018-2019)	Legal Update I	Champions School of Real Estate, LTD	4
08/09/19	33198	Legal Update II (2018-2019)	Legal Update II	Champions School of Real Estate, LTD	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/08/19	33555	Insider's Guide to Commercial Real Estate	RE CE Elective	Champions School of Real Estate, LTD	10
12/16/18	1251	Law of Contracts	Qualifying RE Topics	Champions School of Real Estate, LTD	30
11/18/18	351	Promulgated Contract Forms	Qualifying RE Topics	Champions School of Real Estate, LTD	30
11/11/18	1151	Law of Agency	Qualifying RE Topics	Champions School of Real Estate, LTD	30
10/21/18	122	Principles of Real Estate II	Qualifying RE Topics	Champions School of Real Estate, LTD	30
10/14/18	121	Principles of Real Estate I	Qualifying RE Topics	Champions School of Real Estate, LTD	30
10/09/18	451	Real Estate Finance	Qualifying RE Topics	Champions School of Real Estate, LTD	30

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CERTIFICATE OF LICENSE HISTORY

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Name: BICKHAM, SAMMY JR
License Type: Professional Inspector
License Number: 813
License Status: Active
Original License Date: 10/27/1994
License Expiration Date: 04/30/2024

DISCIPLINARY ACTIONS

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REAL ESTATE EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/24/95	10407	REAL ESTATE MCE UPDATE	Legal Update I	TRAINING, EDUC & MRKT SERV, INC	12
02/24/95	10407	REAL ESTATE MCE UPDATE	RE CE Elective	TRAINING, EDUC & MRKT SERV, INC	3
06/04/92	10007	REAL ESTATE ISSUES IN THE 90'S	RE CE Elective	MetroTex Association of Realtors, Inc.	4
06/04/92	10007	REAL ESTATE ISSUES IN THE 90'S	Legal Update I	MetroTex Association of Realtors, Inc.	11
05/01/91	10005	THE RESIDENTIAL UNIT AS AN INVESTMENT	RE CE Elective	MetroTex Association of Realtors, Inc.	3

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INSPECTOR EDUCATION HISTORY

Course Date	Course Number	Course Name	Subject	Provider Name	Hours
08/13/22	43551	IRC Framing Inspections	Framing	InterNACHI	8
07/19/22	39752	Proper HVAC Sizing, ACCA Manuals J, S&D Flex Duct	HVAC	InterNACHI	2
04/28/22	43310	Grounding vs Bonding Inspection Course	Electrical	Champions School of Real Estate, LTD	8
04/27/22	43032	Appliances ICE	Appliances	Champions School of Real Estate, LTD	8
04/30/21	37033	Standards of Practice Review (9/1/2019 - 8/31/2021)	SoP Review	Champions School of Real Estate, LTD	4
04/30/21	37032	Inspector Legal & Ethics (9/1/2019 - 8/31/2021)	Inspector Legal & Ethics	Champions School of Real Estate, LTD	4
04/16/21	39559	Performing Sewer Camera Inspections	Plumbing	Super Inspector Training Academy - SITA	8
06/01/20	38819	Red Flags Property Inspection	TX SoP	Champions School of Real Estate, LTD	8
01/14/20	37606	Slab and Pier & Beam Foundation Inspections	Foundation	ATREI - Association of Texas Real Estate Inspectors	2
09/28/19	36667	Post Tension Institute Level 1 Unbonded PT-Certification Course	Foundation	Texas Professional Real Estate Inspectors Association	16
08/31/19	32805	Standards of Practice Review	SoP Review	Champions School of Real Estate, LTD	4
08/31/19	32804	Inspector Legal & Ethics	Inspector Legal & Ethics	Champions School of Real Estate, LTD	4

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
02/15/19	35578	Wall - Cladding, Installation and Fire Separation	Framing	Texas Professional Real Estate Inspectors Association	8
09/29/18	34852	Inspecting the High Performance Homes	ICE Elective	Texas Professional Real Estate Inspectors Association	8
09/28/18	34827	Electrical Refresh and Reset for Home Inspectors	ICE Elective	Texas Professional Real Estate Inspectors Association	8
02/17/18	32804	Inspector Legal & Ethics	Inspector Legal & Ethics	Texas Professional Real Estate Inspectors Association	4
02/17/18	32805	Standards of Practice Review	SOP Review	Texas Professional Real Estate Inspectors Association	4
02/16/18	30670	Continuous Load Path Connections & Residential Wall Bracing	ICE Elective	Texas Professional Real Estate Inspectors Association	8
12/02/17	30546	Report Writing	ICE Elective	Texas Association of Real Estate Inspectors	8
04/07/16	28593	Instructor of Ride Along Course Session	ICE Elective	TREC Ride Along Instructor	8
03/11/16	29050	Facts About Corrugated Stainless Stell Tubing (CSST) Gas Lines	ICE Elective	Texas Professional Real Estate Inspectors Association	8

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
05/01/15	29758	16 Hour IC Foundations	Foundation	Lone Star College Tomball	16
05/01/15	26679	8 Hour Texas Standards of Practice/Legal/Ethics Update	INSI Ethics	Lone Star College Tomball	2
05/01/15	26679	8 Hour Texas Standards of Practice/Legal/Ethics Update	INSI Legal	Lone Star College Tomball	2
05/01/15	26679	8 Hour Texas Standards of Practice/Legal/Ethics Update	INSI Standards & Practices	Lone Star College Tomball	4
05/01/15	20459	IRC/IECC Energy Provisions	ICE Elective	Lone Star College Tomball	8
04/30/14	20316	Air Conditioning & Heat Pumps	HVAC	Lone Star College Tomball	12
03/31/14	22260	Plumbing According to the TREC Standards of Practice	Plumbing	Texas Professional Real Estate Inspectors Association	8
03/22/14	20539	Electrical - According to TREC Standards of Practice	ICE Elective	Texas Professional Real Estate Inspectors Association	8
12/13/13	23179	Texas Standards of Practice/Legal/Ethics Update Course	INSI Standards & Practices	Real Estate Training Systems, LLC	8
04/29/13	23813	Texas Standards of Practice Report Writing (appr 8/30/2010)	ICE Elective	Lone Star College Tomball	8
04/29/13	23276	Texas Standards of Practice/Legal/Ethics Update - CE(ccr)	INSI Standards & Practices	Lone Star College Tomball	8

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Course Date	Course Number	Course Name	Subject	Provider Name	Hours
04/30/12	20283	HI 004 Roofing (S)	Roofing Systems	LON MORRIS COLLEGE	8
04/29/12	23417	Texas Standards of Practice/Legal/Ethics Update	INSI Standards & Practices	LON MORRIS COLLEGE	8
04/28/12	20285	HI 006 Electricity (E)	ICE Elective	LON MORRIS COLLEGE	8
08/19/11	21204	The Standards of Practice	ICE Elective	TEXAS ASSOCIATION OF REAL ESTATE INSPECTORS	2
08/19/11	23275	Texas Standards of Practice/Legal/Ethics Update - CE(CL)	INSI Standards & Practices	TEXAS ASSOCIATION OF REAL ESTATE INSPECTORS	6

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Continuous Improvement Plan

Outcomes might not change from year to year. For example, if you have not met previous targets, you may wish to retain the same outcomes. *If this is an academic, workforce, or continuing education program, you must have at least one student learning outcome.* You may also add short-term administrative, technological, assessment, resource or professional development goals, as needed.

Date: February 8, 2020 **Name of Program/Unit:** Real Estate

Contact name: William J. Kukla **Contact email:** wkukla@collin.edu **Contact phone:** 469-365-1801

Table 1: CIP Outcomes, Measures & Targets Table (focus on at least one for the next two years)

A. Expected Outcome(s) Results expected in this unit (e.g. Authorization requests will be completed more quickly; Increase client satisfaction with our services)	**B. Measure(s)** Instrument(s)/process(es) used to measure results (e.g. survey results, exam questions, etc.)	**C. Target(s)** Level of success expected (e.g. 80% approval rating, 10 day faster request turn-around time, etc.)
Increase the overall pass rate of online students in the targeted sections of Principles of Real Estate I.	**Track the final grades and the student pass rate outcomes in the targeted online sections and compare them to baseline results of Principles of Real Estate I.**	**An overall student pass rate of 70% or greater in the targeted sections of the online Principles of Real Estate I course.**
Increase student understanding of Real Estate Commission duties and responsibilities, Licensing, Standards of Conduct, Agency/Brokerage, Contracts and special topics considered important by the Commission for a real estate license.	**Collect direct responses from students on pass rate experience on the state specific section of the Texas Real Estate License exam.**	**An overall student pass rate of 80% on the Texas specific section of the Texas Real Estate License Exam.**

Description of Fields in the Following CIP Tables:

A. Outcome(s) - Results expected in this program (e.g. Students will learn how to compare/contrast conflict and structural functional theories; increase student retention in Nursing Program).
B. Measure(s) - Instrument(s)/process (es) used to measure results
(e.g. results of surveys, test item questions 6 & 7 from final exam, end of term retention rates, etc.)
C. Target(s) - Degree of success expected (e.g. 80% approval rating, 25 graduates per year, increase retention by 2% etc.).
D. Action Plan - Based on analysis, identify actions to be taken to accomplish outcome. What will you do?
E. Results Summary - Summarize the information and data collected in year 1.
F. Findings - Explain how the information and data has impacted the expected outcome and program success.
G. Implementation of Findings – Describe how you have used or will use your findings and analysis of the data to make improvements.

Table 2. CIP Outcomes 1 & 2 (FOCUS ON AT LEAST 1)

A. **Outcome #1** Prospective real estate licensees in Texas must complete and pass 6 qualifying courses mandated by the Texas Real Estate Commission (TREC) before attempting the Texas state specific examination. 3 of the 6 TREC approved qualifying courses are offered by Collin College both in the classroom and online. The online results continue to show a high failure rate with Principles of Real Estate I. Outcome #1 seeks to increase the overall pass rate of online students in the qualifying course of Principles of Real Estate I.	
B. Measure (Outcome #1) Track the final grades and the student pass rate outcomes in a targeted cohort of online sections and compare them to baseline results of Principles of Real Estate I.	**C. Target (Outcome #1)** A net student pass rate of 70% or greater in the targeted sections of the online Principles of Real Estate I course.
D. Action Plan (Outcome #1) Modify the structure, requirements and delivery system in targeted online sections of Principles of Real Estate I, which require students to complete quizzes and assignments in the class at regular interval checkpoints.	
E. Results Summary (Outcome #1) 4 online sections of Principles of Real Estate I involving 73 students in the Fall Term of 2018 served as the benchmark and were analyzed for pass rate outcomes. After modifying the structure, enhancements to the Canvas presence and the delivery system for 3 online sections of Principles of Real Estate I involving 68 students in the Spring Term of 2019 the data were analyzed for pass rate outcomes. In the case of the benchmark data, the total number of students of 73 was discounted for 5 students who withdrew from the course and 21 students who did not actively complete the quizzes and final exam. This left a residual of 47 students including 18 who received a failing grade for the course. **The net pass rate for the benchmark cohort was 62%**. In the case of the targeted sections, the total number of students of 68 was discounted for 3 students who withdrew from the course and 14 students who did not actively complete the quizzes and final exam. This left a residual of 51 students including 10 students who received a failing grade for the course. **The next pass rate for the targeted sections was 80%.** The target of achieving a net pass rate of 70% or greater was met.	
F. Findings (Outcome #1) 25% of the students who initially signed up for and paid tuition for online Principles of Real Estate I did not actively participate in the course following census. This is considered a significant outcome and worthy of further study. On the plus side though based on somewhat limited data, the changes and enhancements made to the online course had a positive outcome for students in net pass rate .	
G. Implementation of Findings All of the structure modifications, enhancements to the Canvas presence and the delivery system will be adopted and formally added to the online course going forward. In addition, Principles of Real Estate 2 will be evaluated for similar adoptions of the changes note above for Principles of Real Estate I. Focus will now be placed on trying to understand why we experience a large number of students who either never patriciate or stop participating in the course after certification of the roster has occurred.	

A. **Outcome #2** Prospective real estate licensees in Texas must demonstrate a broad understanding of the rules and laws contained in the Texas Real Estate License Act by passing qualifying courses with competency and achieving a minimum score of 70% on a Texas state specific examination mandated by the Texas Real Estate Commission(TREC).

B. Measure (Outcome #2)
Collect direct responses from students on pass rate experience on the state specific section of the Texas Real Estate License exam.

C. Target (Outcome #2)
An overall student pass rate of 80% on the Texas specific section of the Texas Real Estate License Exam.

D. Action Plan (Outcome #2)
Develop and deliver twice or more per year a 1 day course entitled "Examination Prep for the State Specific Section of the Texas Real Estate License exam.

E. Results Summary (Outcome #2)
A six hour exam prep course focusing on the Texas specific section of the Texas Real Estate Exam was written and included handout materials, practice exams and an exam prep textbook. The course was marketed internally to current students taking the pre-licensure courses during the semester and was made available for registration on Eventbrite. The cost was $49. A survey form to indicate interest in taking the course along with a description and date for the course was distributed to face to face as well as online students. The course was presented in each case on a Saturday.
Three sections of the exam prep course were presented over a 12 month period and included a total of 45 students as follows:
Section One: 15 students
Section Two: 16 students
Section Three: 14 students

The data collected via email, and anecdotal data based on direct student communication showed the following:
Section One: 14/15 students (93%) completing the exam passed with one student failing by one question.
Section Two: 16/16 students (100%) completing the exam passed.
Section Three: 9/14 students completed the exam and 100% passed. 5 of the students surveyed chose not to sit for the exam during the 90 day follow-up after the exam prep course. As a further verification, the 39 students who passed the exam do show on the Texas Real Estate Commission website as having a Texas real estate sales agent license.

In summary, 39/40 students completing the exam passed for a pass rate of >97% versus a target outcome of greater than 80%.

F. Findings (Outcome #2)
The target of greater than an 80% pass rate on the Texas state portion of the Texas Real Estate License exam was met and exceeded with this population of 45 students across three exam prep sections. Students were informally queried about their experience in taking the exam. It was considered an unexpected outcome that 5 students out of 14 in the third section chose not to sit for the exam. None of the students indicated that time was a factor in taking the exam and all students completed the exam with time to spare. Multiple inputs from students stated that it was how the questions were asked in some cases that was confusing and seemed to have two competing correct answers. The state does not provide any input on how well a student does if they in fact pass the exam. Students that fail the exam are given feedback as to how many questions they missed in the different aspects of the exam.

G. Implementation of Findings

The 6 hour exam prep course for the Texas specific section of the Texas Real Estate License Exam is being expanded to 8 hours and will be presented in two -4 hour sessions on two days during the week. The course is being presented in the Spring 2020 semester. It will be offered during the 16th week of both the Spring and Fall semesters. The course is in the Collin College Continuing Education catalog and is available for registration online in **Lookup Classes** under RELE 1058 which is a WECM approved course. Going forward, the course is being marketed through the 9000 member Collin County Association of Realtors and directly to member of the Real Estate Advisory Committee.

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Additional study materials and practice exams will be available on-line to registered students. Communication via email as the data collection method will continue to be used to harvest results from students as they complete the state exam. A formal post exam survey will be developed to better capture the feedback from students taking the exam. Both a Summer and online option for the exam prep course are under consideration.