WORKFORCE PROGRAM REVIEW – REAL ESTATE

2018

REAL ESTATE APPENDIX

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Primary self-study questions were adapted from Academic Program Review "Structuring the Six Self Study Questions ", Michigan State University, 2008.

2017-2018 Program Review

Real Estate

Attachment 1

TREC Exam Overall First Time Pass Rates

NOTE: Providers are prohibited from using 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 - Overall Statistics (12/1/2015 to 11/30/2017)

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Overall Subject Matter Statistics	56.64%	31,276	17,715	56.64%	1,367	775	56.69%

Education Providers - In Good Standing (12/1/2015 to 11/30/2017)

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
360training.com, Inc.	55.43%	810	446	55.06%	18	13	72.22%
Agent Ladder	83.33%	6	5	83.33%	0	0	n/a
Allied Business Schools, Inc.	52.41%	1,569	818	52.14%	30	20	66.67%
American School Of Real Estate Express, LLC	67.80%	1,792	1,211	67.58%	25	21	84.00%
Austin Institute of Real Estate	45.76%	2,884	1,320	45.77%	101	46	45.54%
Builder's Academy, Inc.	100.00%	2	2	100.00%	0	0	n/a

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Capital Real Estate Training Center	47.92%	31	15	48.39%	17	8	47.06%
Champions School of Real Estate, LTD	57.70%	18,857	10,901	57.81%	859	476	55.41%
Continuing Education for Licensing, Inc.	59.29%	88	51	57.95%	25	16	64.00%
Dearborn Real Estate Education	100.00%	1	1	100.00%	0	0	n/a
Kaplan Professional Schools	62.90%	256	159	62.11%	54	36	66.67%
Learn Texas Real Estate Online	85.25%	207	180	86.96%	10	5	50.00%
Legends Real Estate School, LLC	46.51%	42	20	47.62%	1	0	0.00%
OnCourse Learning Corporation	66.33%	395	261	66.08%	6	5	83.33%
Onward School of Real Estate	48.15%	81	39	48.15%	0	0	n/a
Purvis Real Estate Training Institute	48.66%	367	180	49.05%	7	2	28.57%

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Real Estate Career Training	100.00%	1	1	100.00%	0	0	n/a
Real Estate Training and Technology Licensing School	54.71%	221	121	54.75%	2	1	50.00%
Southwest College of Real Estate	68.75%	16	11	68.75%	0	0	n/a
Texas Premier Real Estate School, Inc.*	100.00%	1	1	100.00%	0	0	n/a
Texas State Online Real Estate, LLC	77.95%	122	96	78.69%	5	3	60.00%
The CE Shop, Inc	80.00%	123	99	80.49%	12	9	75.00%
The Real Estate Business School	51.59%	621	319	51.37%	9	6	66.67%
Train Agents, Inc.	57.77%	1,405	812	57.79%	82	47	57.32%
Van Education Center	65.76%	378	246	65.08%	25	19	76.00%
Virginia College, LLC dba Brightwood College	66.67%	18	12	66.67%	0	0	n/a

Education Providers - Subject to Probation (12/1/2015 to 11/30/2017)

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
Absolute CE	43.08%	38	17	44.74%	27	11	40.74%
Academy of Real Estate of El Paso	33.69%	279	94	33.69%	3	1	33.33%
Accelerated Professional Education	45.16%	62	28	45.16%	0	0	n/a
RE Education & Training, LLC*	40.00%	20	8	40.00%	0	0	n/a
San Antonio Board of Realtors	43.65%	532	232	43.61%	11	5	45.45%
Texas Association of Realtors	43.42%	38	8	21.05%	38	25	65.79%

Education Providers - Subject to Revocation (12/1/2015 to 11/30/2017)

School Name	Overall Pass Rate	Sales Agent Exam Count	Sales Agent Exams Passed	Sales Agent Pass Rate	Broker Exam Count	Broker Exams Passed	Broker Pass Rate
American College of Real Estate, Inc.*	9.09%	11	1	9.09%	0	0	n/a

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TREC - Education Provider Exam Passage Rates
(exam date range from 6/1/2010 to 5/31/2015)

Pursuant to Texas Occupations Code Chapter 1101, Section 1101.301 (3) (c) the Texas Real Estate Commission adopted 22 T.A.C. §535.61(k) which provides that for the programs of proprietary schools which are accredited by the Commission, the passage rate for each license category that will be used to determine whether the approved provider has met or exceeded the established benchmark for the license category is the most current rate published by the Commission as of the date the Commission receives the timely application for renewal or, if the approval expired before being renewed, the most recent rate published by the Commission as of the expiration date of that provider's approval. The data is collected, analyzed and published in accord with Section 1101.304.

As a service to prospective students for comparison purposes, equivalent data is also published in this table for certain accredited colleges and universities and also for out-of-state schools (as a group), though these institutions are not subject to 22 T.A.C. §535.61(k).

To assist schools with ongoing program curriculum improvement efforts, an exam topic report is available for review each quarter which groups the various topic areas covered in each program exam and displays the success rates for each group of exam questions.

WARNING: For purposes of regulation and enforcement, TREC will consider any advertisement by an Education Provider to be MISLEADING if it contains the percentage results shown below but does not also contain the number of exams taken and passed as also shown below, in the same type size and prominence in the advertisement. Penalties may apply to any such MISLEADING advertisements.

School Type Key: REPS = "TREC Approved Proprietary School", USCH = "Unregulated by TREC", SOS = "Schools Out of State"

School Type	TREC-Accredited School Name	Overall Pass Rate	Total Sales Agent Exams	Sales Agent Exams Passed	Salesp. Pass Rate	Total Broker Exams	Broker Exams Passed	Broker Pass Rate	Total Inspector Exams	Inspector Exams Passed	Inspector Pass Rate
REPS	ACADEMY OF REAL ESTATE OF EL PASO	**34.76%**	404	142	**35.15%**	16	4	**25.00%**	0	0	**n/a**
REPS	ACCELERATED PROFESSIONAL EDUCATION	**42.17%**	82	34	**41.46%**	1	1	**100.00%**	0	0	**n/a**
REPS	ALLIED BUSINESS SCHOOLS, INC.	**54.42%**	3070	1676	**54.59%**	85	41	**48.24%**	0	0	**n/a**
REPS	AMERICAN COLLEGE OF REAL ESTATE, INC.	**23.73%**	53	12	**22.64%**	6	2	**33.33%**	0	0	**n/a**
REPS	AMERICAN HOME INSPECTORS TRAINING INSTIT	**40.00%**	0	0	**n/a**	0	0	**n/a**	5	2	**40.00%**
REPS	AMERICAN SCHOOL OF REAL ESTATE EXPRESS,	**78.78%**	1243	982	**79.00%**	20	13	**65.00%**	0	0	**n/a**
REPS	AUSTIN INSTITUTE OF REAL ESTATE	**67.27%**	764	520	**68.06%**	122	76	**62.30%**	0	0	**n/a**
REPS	BOB BROOKS SCHOOL OF RE	**80.00%**	4	3	**75.00%**	1	1	**100.00%**	0	0	**n/a**

	AND INSURANCE, I										
REPS	BUILDER'S ACADEMY, INC.	**45.45%**	14	8	**57.14%**	0	0	**n/a**	19	7	**36.84%**
REPS	CAPITAL REAL ESTATE TRAINING CENTER	**50.00%**	2	1	**50.00%**	0	0	**n/a**	0	0	**n/a**
REPS	CHAMPIONS SCHOOL OF REAL ESTATE, LTD	**68.17%**	1335	929	**69.59%**	343	216	**62.97%**	3	1	**33.33%**
REPS	CLICKCE, LLC	**71.43%**	5	3	**60.00%**	2	2	**100.00%**	0	0	**n/a**
REPS	COMMERCIAL INSTITUTE, INC.	**43.24%**	8	2	**25.00%**	29	14	**48.28%**	0	0	**n/a**
REPS	DEARBORN REAL ESTATE EDUCATION	**20.00%**	4	1	**25.00%**	1	0	**0.00%**	0	0	**n/a**
REPS	KAPLAN PROFESSIONAL SCHOOLS	**74.38%**	270	208	**77.04%**	54	33	**61.11%**	0	0	**n/a**
REPS	LEARN TEXAS REAL ESTATE ONLINE	**75.00%**	87	66	**75.86%**	13	9	**69.23%**	0	0	**n/a**
REPS	LEGENDS REAL ESTATE SCHOOL, LLC	**44.44%**	79	29	**36.71%**	5	4	**80.00%**	51	27	**52.94%**
REPS	METROTEX ASSOCIATION OF REALTORS, INC.	**50.00%**	0	0	**n/a**	4	2	**50.00%**	0	0	**n/a**
REPS	ONCOURSE LEARNING CORPORATION	**62.90%**	584	367	**62.84%**	5	3	**60.00%**	4	3	**75.00%**
REPS	PURVIS REAL ESTATE TRAINING INSTITUTE	**50.75%**	65	32	**49.23%**	2	2	**100.00%**	0	0	**n/a**
REPS	RE EDUCATION & TRAINING, LLC	**60.00%**	5	3	**60.00%**	0	0	**n/a**	0	0	**n/a**
REPS	REAL ESTATE TRAINING AND TECHNOLOGY LICE	**64.04%**	185	119	**64.32%**	18	11	**61.11%**	0	0	**n/a**
REPS	REAL ESTATE TRAINING SYSTEMS, LLC	**57.14%**	0	0	**n/a**	0	0	**n/a**	7	4	**57.14%**
REPS	SAN ANTONIO BOARD OF REALTORS	**53.61%**	904	484	**53.54%**	53	29	**54.72%**	0	0	**n/a**
REPS	SOUTHWEST COLLEGE OF REAL ESTATE	**52.99%**	116	62	**53.45%**	1	0	**0.00%**	0	0	**n/a**
REPS	TEXAS ASSOCIATION OF REALTORS	**62.45%**	80	50	**62.50%**	181	113	**62.43%**	0	0	**n/a**
REPS	TEXAS PREMIER REAL ESTATE SCHOOL, INC.	**87.50%**	5	4	**80.00%**	3	3	**100.00%**	0	0	**n/a**
REPS		**68.18%**	87	60	**68.97%**	1	0	**0.00%**	0	0	**n/a**

	TEXAS STATE ONLINE REAL ESTATE, LLC										
REPS	TRAIN AGENTS, INC.	59.31%	1471	881	59.89%	173	94	54.34%	0	0	n/a
REPS	VAN EDUCATION CENTER	56.81%	242	137	56.61%	15	9	60.00%	0	0	n/a
All TREC-Accredited School Exam Counts			**11168**	**6815**		**1154**	**682**		**89**	**44**	
School Type	**Non-TREC-Accredited School Name**	**Overall Pass Rate**	**Total Sales Agent Exams**	**Sales Agent Exams Passed**	**Salesp. Pass Rate**	**Total Broker Exams**	**Broker Exams Passed**	**Broker Pass Rate**	**Total Inspector Exams**	**Inspector Exams Passed**	**Inspector Pass Rate**
SOS	ALL OUT OF STATE SCHOOLS	78.57%	5	5	100.00%	7	5	71.43%	2	1	50.00%
USCH	ABILENE CHRISTIAN UNIVERSITY	77.78%	8	6	75.00%	1	1	100.00%	0	0	n/a
USCH	ALVIN COMMUNITY COLLEGE	50.00%	3	0	0.00%	0	0	n/a	13	8	61.54%
None USCH	AMARILLO COLLEGE	59.09%	44	26	59.09%	0	0	n/a	0	0	n/a
USCH	ANGELINA COLLEGE	40.54%	37	15	40.54%	0	0	n/a	0	0	n/a
USCH	ANGELO STATE UNIVERSITY	40.00%	5	2	40.00%	0	0	n/a	0	0	n/a
credit of USCH	AUSTIN COMMUNITY COLLEGE	66.82%	210	141	67.14%	4	2	50.00%	0	0	n/a
USCH	BAYLOR UNIVERSITY	70.37%	27	19	70.37%	0	0	n/a	0	0	n/a
USCH	BLINN COLLEGE	41.38%	86	36	41.86%	1	0	0.00%	0	0	n/a
None USCH	BROOKHAVEN COLLEGE	80.00%	4	3	75.00%	1	1	100.00%	0	0	n/a
credit USCH	CEDAR VALLEY COLLEGE	46.97%	129	60	46.51%	3	2	66.67%	0	0	n/a
USCH	CENTRAL TEXAS COLLEGE	40.63%	32	13	40.63%	0	0	n/a	0	0	n/a
USCH	CISCO JUNIOR COLLEGE	30.56%	36	11	30.56%	0	0	n/a	0	0	n/a
CE USCH	COLLEGE OF THE MAINLAND	45.19%	135	61	45.19%	0	0	n/a	0	0	n/a
USCH	COLLIN COUNTY COMMUNITY COLLEGE DIST.	75.43%	287	217	75.61%	2	1	50.00%	0	0	n/a
USCH	COMMERCIAL INVESTMENT REAL ESTATE INSTIT	61.11%	1	0	0.00%	17	11	64.71%	0	0	n/a
USCH	CREDIT PREVIOUSLY GRANTED	75.00%	8	6	75.00%	0	0	n/a	0	0	n/a
CE USCH	DEL MAR COLLEGE	44.29%	134	59	44.03%	6	3	50.00%	0	0	n/a
USCH		100.00%	1	1	100.00%	0	0	n/a	0	0	n/a

	EL CENTRO COLLEGE										
USCH	EL PASO COMMUNITY COLLEGE RIO GRANDE C	**33.33%**	23	7	**30.43%**	1	1	**100.00%**	0	0	**n/a**
USCH	EL PASO COMMUNITY COLLEGE TRANS MT.	**28.57%**	7	2	**28.57%**	0	0	**n/a**	0	0	**n/a**
USCH	HARDIN-SIMMONS UNIVERSITY	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
credit USCH	HOUSTON COMMUNITY COLLEGE SYSTEM	**38.58%**	251	96	**38.25%**	16	7	**43.75%**	0	0	**n/a**
USCH	INTERNACHI - INTERNATIONAL ASSOCIATION O	**55.56%**	0	0	**n/a**	0	0	**n/a**	9	5	**55.56%**
USCH	KAPLAN UNIVERSITY	**75.06%**	3856	2906	**75.36%**	189	133	**70.37%**	9	4	**44.44%**
USCH	KILGORE COLLEGE	**38.89%**	36	14	**38.89%**	0	0	**n/a**	0	0	**n/a**
USCH	LAMAR INSTITUTE OF TECHNOLOGY	**56.53%**	2390	1357	**56.78%**	145	76	**52.41%**	0	0	**n/a**
USCH	LAMAR UNIVERSITY	**54.47%**	1059	577	**54.49%**	48	26	**54.17%**	0	0	**n/a**
USCH	LAREDO JUNIOR COLLEGE	**28.57%**	12	4	**33.33%**	2	0	**0.00%**	0	0	**n/a**
USCH	LON MORRIS COLLEGE	**45.22%**	77	38	**49.35%**	30	11	**36.67%**	8	3	**37.50%**
USCH	LONE STAR COLLEGE TOMBALL	**63.98%**	24140	15568	**64.49%**	3093	1861	**60.17%**	677	428	**63.22%**
USCH	LUBBOCK CHRISTIAN COLLEGE	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	MCLENNAN COMMUNITY COLLEGE	**54.24%**	56	31	**55.36%**	3	1	**33.33%**	0	0	**n/a**
USCH	MIDLAND COLLEGE	**26.00%**	50	13	**26.00%**	0	0	**n/a**	0	0	**n/a**
USCH	MIDWESTERN STATE UNIVERSITY	**46.34%**	665	296	**44.51%**	236	122	**51.69%**	1	0	**0.00%**
USCH	MOUNTAIN VIEW COLLEGE	**66.00%**	0	0	**n/a**	0	0	**n/a**	50	33	**66.00%**
USCH	NATIONAL AMERICAN UNIVERSITY	**53.33%**	14	7	**50.00%**	1	1	**100.00%**	0	0	**n/a**
USCH	NORTH HARRIS COUNTY COLLEGE	**25.00%**	0	0	**n/a**	0	0	**n/a**	4	1	**25.00%**
credit USCH	NORTH LAKE COLLEGE	**57.41%**	50	30	**60.00%**	4	1	**25.00%**	0	0	**n/a**
USCH	OTHER ACCREDITED CORE REAL	**60.00%**	0	0	**n/a**	0	0	**n/a**	20	12	**60.00%**

	ESTATE INSPEC										
USCH	PAN AMERICAN UNIVERSITY AT BROWNSVILLE	**21.43%**	28	6	**21.43%**	0	0	**n/a**	0	0	**n/a**
USCH	PRAIRIE VIEW A & M UNIVERSITY	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	RICHLAND COLLEGE	**47.17%**	17	10	**58.82%**	2	1	**50.00%**	34	14	**41.18%**
USCH	SAM HOUSTON STATE UNIVERSITY	**54.50%**	813	443	**54.49%**	31	17	**54.84%**	0	0	**n/a**
USCH	SAN ANTONIO COLLEGE	**36.36%**	52	19	**36.54%**	4	3	**75.00%**	10	2	**20.00%**
USCH	SAN JACINTO COLLEGE CENTRAL CAMPUS	**46.00%**	97	45	**46.39%**	3	1	**33.33%**	0	0	**n/a**
USCH	SAN JACINTO COLLEGE NORTH CAMPUS	**50.00%**	44	22	**50.00%**	0	0	**n/a**	0	0	**n/a**
USCH	SAN JACINTO COLLEGE SOUTH CAMPUS	**64.29%**	14	9	**64.29%**	0	0	**n/a**	0	0	**n/a**
USCH	SOUTH PLAINS COLLEGE	**42.42%**	33	14	**42.42%**	0	0	**n/a**	0	0	**n/a**
USCH	SOUTH TEXAS COLLEGE	**12.50%**	8	1	**12.50%**	0	0	**n/a**	0	0	**n/a**
USCH	SOUTH TEXAS COLLEGE OF LAW	**34.88%**	42	14	**33.33%**	1	1	**100.00%**	0	0	**n/a**
USCH	ST EDWARDS UNIVERSITY	**59.20%**	4888	2879	**58.90%**	284	183	**64.44%**	0	0	**n/a**
USCH	ST MARYS UNIVERSITY	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	ST PHILIPS COLLEGE	**18.18%**	11	2	**18.18%**	0	0	**n/a**	0	0	**n/a**
USCH	TARLETON STATE UNIVERSITY	**28.57%**	5	1	**20.00%**	2	1	**50.00%**	0	0	**n/a**
USCH	TARRANT COUNTY JUNIOR COLLEGE N W CAMPUS	**50.00%**	1	0	**0.00%**	1	1	**100.00%**	0	0	**n/a**
USCH	TARRANT COUNTY JUNIOR COLLEGE N.E.CAMPUS	**40.00%**	55	22	**40.00%**	0	0	**n/a**	0	0	**n/a**
USCH	TEMPLE COLLEGE	**56.67%**	29	16	**55.17%**	0	0	**n/a**	1	1	**100.00%**
USCH	TEX STATE TECHNICAL INSTITUTE RIO GRANDE	**29.58%**	71	21	**29.58%**	0	0	**n/a**	0	0	**n/a**
USCH	TEXAS A & M UNIVERSITY	**66.67%**	3	2	**66.67%**	3	2	**66.67%**	0	0	**n/a**
USCH		**53.22%**	1088	593	**54.50%**	343	176	**51.31%**	74	32	**43.24%**

	TEXAS A & M UNIVERSITY-COMMERCE										
USCH	TEXAS ASSOCIATION OF REAL ESTATE INSPECT	**100.00%**	0	0	**n/a**	0	0	**n/a**	1	1	**100.00%**
USCH	TEXAS CHRISTIAN UNIVERSITY	**75.00%**	4	3	**75.00%**	0	0	**n/a**	0	0	**n/a**
USCH	TEXAS SOUTHERN UNIVERSITY	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	TEXAS SOUTHMOST COLLEGE	**36.36%**	11	4	**36.36%**	0	0	**n/a**	0	0	**n/a**
USCH	TEXAS STATE UNIVERSITY SAN MARCOS	**57.78%**	148	88	**59.46%**	47	24	**51.06%**	165	96	**58.18%**
USCH	TEXAS TECH UNIVERSITY	**55.59%**	749	410	**54.74%**	162	96	**59.26%**	1	1	**100.00%**
USCH	TEXAS WESLEYAN SCHOOL OF LAW	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	TYLER JUNIOR COLLEGE	**50.00%**	94	47	**50.00%**	0	0	**n/a**	0	0	**n/a**
USCH	UNIVERSITY OF HOUSTON AT CLEAR LAKE	**65.67%**	60	39	**65.00%**	7	5	**71.43%**	0	0	**n/a**
USCH	UNIVERSITY OF HOUSTON CENTRAL CAMPUS	**62.50%**	3	2	**66.67%**	5	3	**60.00%**	0	0	**n/a**
USCH	UNIVERSITY OF NORTH TEXAS	**60.87%**	23	14	**60.87%**	0	0	**n/a**	0	0	**n/a**
USCH	UNIVERSITY OF TEXAS AT ARLINGTON	**52.31%**	136	81	**59.56%**	10	8	**80.00%**	49	13	**26.53%**
USCH	UNIVERSITY OF TEXAS AT AUSTIN	**74.73%**	177	132	**74.58%**	5	4	**80.00%**	0	0	**n/a**
USCH	UNIVERSITY OF TEXAS AT EL PASO	**100.00%**	1	1	**100.00%**	0	0	**n/a**	0	0	**n/a**
USCH	UNIVERSITY OF TEXAS SAN ANTONIO	**66.67%**	2	1	**50.00%**	1	1	**100.00%**	0	0	**n/a**
USCH	UTA CONTINUING ED DIVISION	**61.86%**	0	0	**n/a**	0	0	**n/a**	409	253	**61.86%**
USCH	VERNON COLLEGE	**54.55%**	10	5	**50.00%**	1	1	**100.00%**	0	0	**n/a**
USCH	WAYLAND BAPTIST COLLEGE	**100.00%**	0	0	**n/a**	1	1	**100.00%**	0	0	**n/a**
	All non-TREC Accredited Schools Exam Counts		**42607**	**26581**		**4723**	**2795**		**1537**	**908**	
	Total for all Schools Exam Counts		**53775**	**33396**		**5877**	**3477**		**1626**	**952**	

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2017-2018 Program Review

Real Estate

Attachment 2

Certified Level I Certificates by CIP Code

Measure 2b. Certified Awards by CIP Code, Award Type, and Year
Collin College Program Review 2017-2018
FY2013 through FY2017

CIP Code	CIP Code Title	CBM-009 Level 1 Certificate 2013	2014	2015	2016	2017
090101	Communication Studies/Speech Comm. & Rhetoric					
100304	Animation, Interactive Tech., Video Graphics & Sp. FX					
110101	Computer & Info. Sciences, Gen.	9	13	17	9	9
110201	Computer Programming/Programmer, Gen.	1				
110701	Computer Science					
110801	Web Page, Digital/Multimedia & Info. Resources Design	4	10	11	8	12
110901	Computer Systems Networking & Telecomm.					
111001	Network & System Admin.		4	13	20	16
111002	System, Networking & LAN/WAN Mgt.	9	16	6	8	7
111003	Computer & Information Systems Security	4	19	27	31	23
120501	Baking & Pastry Arts/Baker/Pastry Chef	12	15	14	28	21
120503	Culinary Arts/Chef Training	20	27	31	24	28
131203	Jr. High/Intermed./Middle School Educ. & Teaching					
131205	Secondary Education & Teaching					
131210	Early Childhood Education & Teaching					
140101	Engineering, Gen.					
150303	Elect., Electron. & Comm. Engineering Tech.	7	2	4	3	7
150305	Telecommunications Tech.				2	2
150306	Integrated Circuit Design					
151301	Drafting & Design Tech., Gen.	3	5	6	5	17
151305	Elect./Electron. Drafting & CAD/CADD					
161603	Sign Language Interpretation & Translation	2	3	9	16	17
190706	Child Development	6	3	13	20	5
190709	Child Care Provider/Assistant	4	2	9	20	1
220302	Legal Assistant/Paralegal	33	31	43	35	30
240101	Liberal Arts & Sciences/Liberal Studies					
240102	General Studies					
410101	Biology Tech/Biotech. Lab. Tech.	6	5	3	2	1
430100	Criminal Justice Field of Study (Discontinued)					
430103	Criminal Justice/Law Enforcement Admin.					
430104	Criminal Justice/Safety Studies (Field of Study)					
430107	Criminal Justice/Police Science	59	46	43	79	41
430201	Fire Protection & Safety Tech.	8			6	4
430203	Fire Science/Firefighting	69	37	52	60	55
450702	Geographic Information Science & Cartography		8	17	10	10
500402	Commercial & Advertising Art	10	22	10	20	24
500406	Commercial Photography					3
500408	Interior Design	2	6	10	1	3
500409	Graphic Design	1		4	2	3
500410	Illustration		1		1	4
500411	Game & Interactive Media Design	2	3	12	10	19
500901	Music, Gen.					
501003	Music Management	25	20	18	26	28
510000	Health Services/Allied Health/Health Sciences, Gen.					22
510602	Dental Hygiene/Hygienist					
510707	Health Information/ Medical Records Tech.					
510708	Medical Transcription/Transcriptionist					
510713	Medical Insurance Coding Specialist	4	11	47	48	37
510808	Veterinary/Animal Health Tech./Veterinary Asst.	4	4	24	7	
510903	Electroneurodiagnostic/Electroencephalographic Tech.				3	5
510904	Emergency Medical Tech.	49	39	38	28	22
510908	Respiratory Care Therapy/Therapist					
510909	Surgical Tech.		17	12	8	5
513801	Registered Nursing					
520101	Business/Commerce, Gen.					
520201	Business Admin. & Mgt., Gen.	24	25	50	57	28
520212	Retail Mgt.	4	4	7	8	7
520401	Admin. Asst. & Secretarial Science, Gen.	7	9	7	13	14
520901	Hospitality Administration/Management	16	21	17	37	24
521501	Real Estate	28	32	27	23	66
521801	Sales, Distr., & Marketing Operations, Gen.					
Total		432	460	601	678	620

2017
#1

Sources: Certified CBM-009 & CBM-00M reports for respective years.

Measure 2b. Certified Awards by CIP Code, Award Type, and Year
Collin College Program Review 2017-2018
FY2013 through FY2017

CIP Code	CIP Code Title	CBM-009 5-Year Average
090101	Communication Studies/Speech Comm. & Rhetoric	32
100304	Animation, Interactive Tech., Video Graphics & Sp. FX	0
110101	Computer & Info. Sciences, Gen.	23
110201	Computer Programming/Programmer, Gen.	1
110701	Computer Science	24
110801	Web Page, Digital/Multimedia & Info. Resources Design	15
110901	Computer Systems Networking & Telecomm.	0
111001	Network & System Admin.	21
111002	System, Networking & LAN/WAN Mgt.	15
111003	Computer & Information Systems Security	40
120501	Baking & Pastry Arts/Baker/Pastry Chef	28
120503	Culinary Arts/Chef Training	40
131203	Jr. High/Intermed./Middle School Educ. & Teaching	17
131205	Secondary Education & Teaching	5
131210	Early Childhood Education & Teaching	34
140101	Engineering, Gen.	9
150303	Elect., Electron. & Comm. Engineering Tech.	9
150305	Telecommunications Tech.	2
150306	Integrated Circuit Design	0
151301	Drafting & Design Tech., Gen.	14
151305	Elect./Electron. Drafting & CAD/CADD	0
161603	Sign Language Interpretation & Translation	17
190706	Child Development	17
190709	Child Care Provider/Assistant	7
220302	Legal Assistant/Paralegal	54
240101	Liberal Arts & Sciences/Liberal Studies	2,464
240102	General Studies	1,662
410101	Biology Tech/Biotech. Lab. Tech.	4
430100	Criminal Justice Field of Study (Discontinued)	27
430103	Criminal Justice/Law Enforcement Admin.	0
430104	Criminal Justice/Safety Studies (Field of Study)	44
430107	Criminal Justice/Police Science	54
430201	Fire Protection & Safety Tech.	6
430203	Fire Science/Firefighting	58
450702	Geographic Information Science & Cartography	11
500402	Commercial & Advertising Art	32
500406	Commercial Photography	1
500408	Interior Design	9
500409	Graphic Design	4
500410	Illustration	3
500411	Game & Interactive Media Design	21
500901	Music, Gen.	16
501003	Music Management	32
510000	Health Services/Allied Health/Health Sciences, Gen.	4
510602	Dental Hygiene/Hygienist	15
510707	Health Information/ Medical Records Tech.	35
510708	Medical Transcription/Transcriptionist	0
510713	Medical Insurance Coding Specialist	29
510808	Veterinary/Animal Health Tech./Veterinary Asst.	8
510903	Electroneurodiagnostic/Electroencephalographic Tech.	10
510904	Emergency Medical Tech.	39
510908	Respiratory Care Therapy/Therapist	19
510909	Surgical Tech.	24
513801	Registered Nursing	130
520101	Business/Commerce, Gen.	266
520201	Business Admin. & Mgt., Gen.	56
520212	Retail Mgt.	9
520401	Admin. Asst. & Secretarial Science, Gen.	16
520901	Hospitality Administration/Management	36
521501	Real Estate	40
521801	Sales, Distr., & Marketing Operations, Gen.	0
Total		5,607

Tied for 10th /61

Sources: Certified CBM-009 & CBM-00M reports for respective years.

Measure 2b. Certified Awards by CIP Code, Award Type, and Year
Collin College Program Review 2017-2018
FY2013 through FY2017

		CBM-009 AAS				
CIP Code	CIP Code Title	2013	2014	2015	2016	2017
090101	Communication Studies/Speech Comm. & Rhetoric					
100304	Animation, Interactive Tech., Video Graphics & Sp. FX					
110101	Computer & Info. Sciences, Gen.	9	9	20	9	11
110201	Computer Programming/Programmer, Gen.	2				
110701	Computer Science					
110801	Web Page, Digital/Multimedia & Info. Resources Design	5	6	5	6	8
110901	Computer Systems Networking & Telecomm.					
111001	Network & System Admin.	8	10	15	11	8
111002	System, Networking & LAN/WAN Mgt.	6	7	4	4	6
111003	Computer & Information Systems Security	3	14	29	27	23
120501	Baking & Pastry Arts/Baker/Pastry Chef	6	2	13	16	12
120503	Culinary Arts/Chef Training	12	10	22	17	7
131203	Jr. High/Intermed./Middle School Educ. & Teaching					
131205	Secondary Education & Teaching					
131210	Early Childhood Education & Teaching					
140101	Engineering, Gen.					
150303	Elect., Electron. & Comm. Engineering Tech.	9	3	5	2	5
150305	Telecommunications Tech.	1	2		1	2
150306	Integrated Circuit Design				1	
151301	Drafting & Design Tech., Gen.	2	9	8	4	10
151305	Elect./Electron. Drafting & CAD/CADD					
161603	Sign Language Interpretation & Translation		9	5	11	15
190706	Child Development	6	5	9	11	6
190709	Child Care Provider/Assistant					
220302	Legal Assistant/Paralegal	17	13	30	13	25
240101	Liberal Arts & Sciences/Liberal Studies					
240102	General Studies					
410101	Biology Tech/Biotech. Lab. Tech.	2		3		
430100	Criminal Justice Field of Study (Discontinued)					
430103	Criminal Justice/Law Enforcement Admin.					
430104	Criminal Justice/Safety Studies (Field of Study)					
430107	Criminal Justice/Police Science					
430201	Fire Protection & Safety Tech.	2	1	2	6	2
430203	Fire Science/Firefighting	1	4	6	5	1
450702	Geographic Information Science & Cartography		1	6	1	2
500402	Commercial & Advertising Art	10	18	5	16	21
500406	Commercial Photography					2
500408	Interior Design	4	8	6	2	
500409	Graphic Design	1	2	3	3	2
500410	Illustration			1	1	5
500411	Game & Interactive Media Design	10	7	13	10	19
500901	Music, Gen.					
501003	Music Management	8	8	7	7	13
510000	Health Services/Allied Health/Health Sciences, Gen.					
510602	Dental Hygiene/Hygienist	16	16	15	15	15
510707	Health Information/ Medical Records Tech.	38	43	38	30	27
510708	Medical Transcription/Transcriptionist					
510713	Medical Insurance Coding Specialist					
510808	Veterinary/Animal Health Tech./Veterinary Asst.					
510903	Electroneurodiagnostic/Electroencephalographic Tech.		9	9	10	16
510904	Emergency Medical Tech.	2	4	5	3	4
510908	Respiratory Care Therapy/Therapist	18	18	21	19	20
510909	Surgical Tech.	18	20	12	16	11
513801	Registered Nursing	111	110	106	126	185
520101	Business/Commerce, Gen.					
520201	Business Admin. & Mgt., Gen.	15	16	13	27	24
520212	Retail Mgt.	3	3	1	3	3
520401	Admin. Asst. & Secretarial Science, Gen.	6	4	7	3	10
520901	Hospitality Administration/Management	11	6	12	13	21
521501	Real Estate	2	2	9	2	7
521801	Sales, Distr., & Marketing Operations, Gen.					
Total		364	399	465	451	548

61 Total

Sources: Certified CBM-009 & CBM-00M reports for respective years.

2017-2018 Program Review

Real Estate

Attachment 3

Student Survey

COLLIN COLLEGE

Class_____ Instructor _____ Date _____ ☐ Day ☐ Evening

STUDENT SURVEY

Name _____

CWID _____ Email _____

Thank you for answering this short questionnaire. Your responses will help us better serve you during your time at Collin College and after graduation. If you have already completed this questionnaire ***this semester****, you may skip these questions and simply fill in the box at the bottom of this page after filling in your name and CWID (above).*

I intend to complete all 6 licensure courses at Collin. Yes_____ No_____

	Classes Scheduled	Will Schedule
☐ RELE 1300 Contract Forms	_____	_____
☐ RELE 1301 Principles I	_____	_____
☐ RELE 1311 Law of Contracts	_____	_____
☐ RELE 1319 Finance	_____	_____
☐ RELE 1338 Principles II	_____	_____
☐ RELE 2301 Law of Agency		

I am pursuing a: ☐ Associate of Applied Science Degree ☐ Certificate ☐ Other

I am attending Collin College: ☐ Full time (12+ credit hours) ☐ Part time (fewer than 12 credit hours)

I am currently: ☐ Student ☐ Working PT ☐ Working FT Employer _____

I expect to complete the Real Estate program at Collin College in (circle one):

2017 2018 2019 2020 2021 2022 Other

After completion, I plan to: ☐ Become a Real Estate Sales Agent ☐ Other

I found out about the Real Estate program at Collin College from:

☐ Friend ☐ Website

☐ Job Fair/Event ☐ Social Media

☐ Advising ☐ Other

I acknowledge that I previously completed this form in the following class _____
with instructor _____ Signature _____

2017-2018 Program Review

Real Estate

Attachment 4

DFW Real Estate Agent Salaries

Realtor Salaries in Dallas-Fort Worth, TX

Salary estimated from 17 employees, users, and past and present job advertisements on Indeed in the past 24 months. Last updated: January 10, 2018

Location

Dallas-Fort Worth

Average in Dallas-Fort Worth, TX

$77,372 per year

▲15% Above national average

Most Reported

$14,000 Salary Distribution $193,000

How much does a Realtor make in Dallas-Fort Worth, TX?

The average salary for a Realtor is $77,372 per year in Dallas-Fort Worth, TX, which is 15% above the national average. Salary estimates are based on 17 salaries submitted anonymously to Indeed by Realtor employees, users, and collected from past and present job advertisements on Indeed in the past 24 months. The typical tenure for a Realtor is 2-4 years.

Realtor salaries by company in Dallas-Fort Worth, TX

Company	Average salary
Jackai Properties Realtor 6 salaries	**$71,610** per year

Realtor salaries by location

City	Average salary
Realtor in Houston, TX 134 salaries	**$62,783** per year
Realtor in Austin, TX 130 salaries	**$72,168** per year
Realtor in Dallas, TX 120 salaries	**$68,430** per year
Realtor in San Antonio, TX 109 salaries	**$65,980** per year
Realtor in McKinney, TX 19 salaries	**$62,961** per year

Please note that all salary figures are approximations based upon third party submissions to Indeed. These figures are given to the Indeed users for the purpose of generalized comparison only. Minimum wage may differ by jurisdiction and you should consult the employer for actual salary figures.

Realtor job openings

Real Estate Agent
Keller Williams
Coppell, TX
30+ days ago

Real Estate Agent
Keller Williams
Richardson, TX
30+ days ago

Real Estate Agent
Keller Williams
Plano, TX
30+ days ago

Real Estate Agent
Keller Williams
Dallas, TX
30+ days ago

Real Estate Agent
Keller Williams
Arlington, TX
9 days ago

Real Estate Agent
Keller Williams
Arlington, TX
12 days ago

Realtor jobs in Dallas-Fort Worth, TX

Cherry National, LLC Real Estate Manager
24 salaries
$100 per day

REI Recruiters Real Estate Manager
11 salaries
$10,719 per month

1 2 Next >

Real Estate Manager salaries by location

City	Average salary
Real Estate Manager in Dallas, TX 577 salaries	**$78,069** per year
Real Estate Manager in Houston, TX 350 salaries	**$81,201** per year
Real Estate Manager in Austin, TX 320 salaries	**$74,718** per year
Real Estate Manager in San Antonio, TX 238 salaries	**$66,423** per year
Real Estate Manager in Laredo, TX 36 salaries	**$46,083** per year

Please note that all salary figures are approximations based upon third party submissions to Indeed. These figures are given to the Indeed users for the purpose of generalized comparison only. Minimum wage may differ by jurisdiction and you should consult the employer for actual salary figures.

Salaries › Real Estate Manager › Texas › Dallas-Fort Worth, TX

Company name

Find companies

Jobs - Job Category Trends - Career Advice - Hiring Lab - Browse Jobs - Tools - API - About - Help Center
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Real Estate Manager Salaries in Dallas-Fort Worth, TX

Salary estimated from 86 employees, users, and past and present job advertisements on Indeed in the past 24 months. Last updated: January 18, 2018

Location

Dallas-Fort Worth

Average in Dallas-Fort Worth, TX

$87,222 per year

▲15% Above national average

Most Reported

$14,000 Salary Distribution $231,000

How much does a Real Estate Manager make in Dallas-Fort Worth, TX?

The average salary for a Real Estate Manager is $87,222 per year in Dallas-Fort Worth, TX, which is 15% above the national average. Salary estimates are based on 86 salaries submitted anonymously to Indeed by Real Estate Manager employees, users, and collected from past and present job advertisements on Indeed in the past 24 months. The typical tenure for a Real Estate Manager is 1-3 years.

Real Estate Manager salaries by company in Dallas-Fort Worth, TX

Company	Average salary
Morris Williams Corporation Real Estate Manager 6 salaries	**$200,000** per year
Renatus Real Estate Manager 10 salaries	**$143,077** per year
National Business Development Group Real Estate Manager 6 salaries	**$160,000** per year
real estate investors Real Estate Manager 6 salaries	**$150,000** per year
Texas Real Estate Investors Real Estate Manager 8 salaries	**$120,000** per year
REI Investor Real Estate Manager 9 salaries	**$101,500** per year
Ranatis Real Estate Manager 9 salaries	**$50,000** per year
JOL Recruiting Real Estate Manager 11 salaries	**$20,000** per year

Real Estate Manager job openings

Manager - Real Estate
Sunoco
Dallas, TX
Easily Apply - 3 days ago

Director of Sales
Serendipity Labs Coworking
Dallas, TX
Easily Apply - 16 days ago

Real Estate Transaction Manager
Children's Health
Dallas, TX
30+ days ago

Real Estate Administration Manager
SRS Real Estate Partners
Dallas, TX
30+ days ago

HR Manager/Office Manager
Fischer
Dallas, TX
Easily Apply - 30+ days ago

Real Estate Manager
CBRE
Dallas, TX
10 days ago

Real Estate Manager jobs in Dallas-Fort Worth, TX

Real Estate Agent Salaries in Dallas-Fort Worth, TX

Salary estimated from 92 employees, users, and past and present job advertisements on Indeed in the past 24 months. Last updated: January 12, 2018

Location

Dallas-Fort Worth

Average in Dallas-Fort Worth, TX

$94,461 per year

▲27% Above national average

Most Reported

$30,000 Salary Distribution $195,000

Popular Companies	Average Salary	Salary Distribution
New Home Guide Texas Real Estate 8 salaries reported New Home Guide Texas Real Estate Jobs - Reviews - Salaries	**$123,354** per year	$30,000 – $195,000
eXp Realty 5 salaries reported eXp Realty Jobs - Reviews - Salaries	**$100,485** per year	$30,000 – $195,000
Keller Williams Realty- Sales Marketing 14 salaries reported Keller Williams Realty- Sales Marketing Jobs - Reviews - Salaries	**$100,000** per year	$30,000 – $195,000
Ambiance Realty 7 salaries reported Ambiance Realty Jobs - Reviews - Salaries	**$100,000** per year	$30,000 – $195,000
Dwellings Direct 6 salaries reported Dwellings Direct Jobs - Reviews - Salaries	**$100,000** per year	$30,000 – $195,000
Keller Willams the FIRE Group 10 salaries reported Keller Willams the FIRE Group Jobs - Reviews - Salaries	**$89,820** per year	$30,000 – $195,000
Sharcom Realty, LLC 5 salaries reported Sharcom Realty, LLC Jobs - Reviews - Salaries	**$72,378** per year	$30,000 – $195,000

How much does a Real Estate Agent in Dallas-Fort Worth, TX make?

The average Real Estate Agent salary in Dallas-Fort Worth, TX is approximately $94,461 per year, which is 27% above the national average.

Salary information comes from 92 data points collected directly from employees, users, and past and present job advertisements on Indeed in the past 24 months.

Please note that all salary figures are approximations based upon third party submissions to Indeed. These figures are given to the Indeed users for the purpose of generalized comparison only. Minimum wage may differ by jurisdiction and you should consult the employer for actual salary figures.

Real Estate Agent job openings

New/Licensed Real Estate Agent
Keller Williams Realty
Dallas, TX
Easily Apply - 25 days ago

New/Licensed Real Estate Agent
Keller Williams Realty
Arlington, TX
Easily Apply - 24 days ago

Real Estate Agent
Keller Williams
Coppell, TX
30+ days ago

Real Estate Agent
Keller Williams
Richardson, TX
30+ days ago

Real Estate Agent
Keller Williams
Plano, TX
30+ days ago

Real Estate Agent
Keller Williams
Dallas, TX
30+ days ago

Real Estate Agent jobs in Dallas-Fort Worth, TX

Are you an employer? Post your job on Indeed ×

what: Real Estate Agent (job title, keywords or company)
where: Dallas, TX (city, state, or zip)
Find Jobs Advanced Job Search

Real Estate Agent jobs in Dallas, TX

Sort by: **relevance** - date

Distance:
within 25 miles

Salary Estimate
$30,000 (273)
$40,000 (218)
$55,000 (168)
$70,000 (107)
$85,000 (53)

Job Type
Full-time (253)
Commission (77)
Contract (15)
Part-time (15)
Temporary (2)

Location
Dallas, TX (106)
Irving, TX (34)
Plano, TX (28)
Dallas-Fort Worth, TX (25)
Arlington, TX (19)
more »

Company
First American (26)
Keller Williams (13)
A List Apartment Staffing- Property Housing In
Keller Williams Realty (7)
Pillar to Post - Dallas, TX (6)
more »

Experience Level
Entry Level (187)
Mid Level (74)
Senior Level (7)

Upload your resume - Let employers find you

Page 1 of 294 jobs

Licensed Real Estate Sales Agent
Coldwell Banker Residential Brokerage - 2,089 reviews - Dallas County, TX
Job Requirements for the Licensed Real Estate Agent. The Powered by Zip team at Coldwell Banker Residential Brokerage is now looking for both new and...
Sponsored - save job

Real Estate Agent
UNITED REAL ESTATE - 26 reviews - Dallas, TX
$60,000 - $250,000 a year
Come see why United Real Estate is the fastest growing RE company in the US. With 100% commissions, over 7000 agents, state of the art training and top-notch...
Easily apply
Sponsored - save job

Real Estate Agent - $50k guaranteed
Scott Neal Real Estate - Richardson, TX
$50,000 a year
_Daily duties of a full-time, 100%-commission real estate agent that makes $150k+ per year:. Our real estate brokerage is looking to add *8-9 agents over the...
Easily apply
Sponsored - save job

Licensed Real Estate Agent - We Provide Leads and Pay Up to...
Owners.com - 7 reviews - Dallas, TX
Real Estate License. ARE YOU A LICENSED REAL ESTATE AGENT? As a licensed agent at Owners.com, enjoy the following benefits:....
Easily apply
Sponsored - save job

New/Licensed Real Estate Agent
Keller Williams Realty - 1,517 reviews - Dallas, TX +1 location
Real Estate License. Looking for a new career in real estate or already an agent but ready for a move? Start the new year at Keller Williams and find out why we...
Easily apply
23 days ago - save job - more...

Real Estate Agent
Keller Williams - Richardson, TX 75080 +9 locations
Real Estate Agent - mca-746/183. As a Real Estate Agent, You Will Be:. Have a real estate license. You must have a real estate license to apply....
Keller Williams Realtors - 30+ days ago - save job - more...

Real Estate Professional
HergGroup Dallas at Keller Williams Realty - Dallas-Fort Worth, TX
$60,000 - $125,000 a year
Our seasoned real estate agents earn *$100 - $125K*. Real estate background not required. The real estate market is one of the hottest we've seen in years, and...
Easily apply
3 days ago - save job - more...

Listing Agent
HomePlace Realty - Dallas, TX
$50,000 - $100,000 a year
Texas Real Estate License. HomePlace Realty is a boutique real estate brokerage service, delivering the highest customer experience and real estate sales...
Easily apply
11 days ago - save job - more...

Real Estate Sales / Licensed Agents
The Good Home Team - Plano, TX

Be the first to see new **Real Estate Age jobs in Dallas, TX**
My email:

☑ Also get an email with jobs recommended j for me

Activate

Company with Real Estate Agent jobs

Owners.com
Owners.com is the leading marketplace for se directed real estate consumers.

Licensed Real Estate Agent - We Provide Leac and Pay Up to...

Jobs (1)
Reviews (7)
Photos (14)
Salaries (45)

Real Estate Agent salaries in Dallas TX

$72,274 per year
Based on 130 salaries

Min	Max
$14,000	$177,000

Real Estate Agent salaries by company in Dallas, TX

$60,000 - $80,000 a year
Real Estate Sales Agent $100,000+ Opportunity! NEW AGENTS NEEDED FOR TOP REAL ESTATE TEAM! What exactly does a real estate salesperson do?...
Easily apply
28 days ago - save job - more...

In House Leasing Agent for Property Management Company
American Real PM - Dallas, TX
$50,000 a year
Real Estate License. Real estate experience and license is a must, and passion and drive are a necessity. The right candidate will be eventually be responsible...
Easily apply
20 days ago - save job - more...

Residential Real Estate Agent
The Gill Cave Group - Dallas, TX +4 locations
$44,000 - $73,500 a year
Duties of a Residential Real Estate Agent include:. Why Residential Real Estate? Duties of a Residential Real Estate Listing Agent and necessary skills are...
Easily apply
13 days ago - save job - more...

Real Estate Manager
North Texas Municipal Water District - Wylie, TX
$111,943 - $165,676 a year
Bachelor degree required with course work in real estate, business, economics, general management, law, communications, land management, civil engineering and...
6 days ago - save job - more...

Real Estate Sales Agent
Todd Tramonte Home Selling Team - Dallas, TX
$100,000 a year
Establish a prosperous and long-term real estate career by supporting and learning from other team-oriented agents....
Easily apply
1 day ago - save job - more...

Listing Agent Specialist
Josh Deshong Real Estate - Dallas, TX
$100,000 - $300,000 a year
Real Estate License. Josh DeShong Real Estate. The Josh DeShong Home Selling Team is a real estate company with Keller Williams....
Easily apply
30+ days ago - save job - more...

Licensed Real Estate Agent
Keller Williams Dallas Preston Road - Dallas, TX 75252
Real Estate License. Keller Williams Dallas Preston Road seeks motivated and committed real estate agents who are looking to expand their opportunity and build...
Easily apply
Sponsored - save job

Investment Real Estate Agent (Training Provided)
New Western Acquisitions - 12 reviews - Dallas, TX 75201
Investment Real Estate We are not a typical Real Estate Brokerage where the transaction is focused on finding homes for families or individuals to live in....
Sponsored - save job

Results Page: 1 2 3 4 5 **Next »**

People also searched: real estate | real estate assistant | part time | sales | realtor | administrative assistant | property manager | commercial real estate | receptionist | customer service

Related Forums: Real Estate Manager - Real Estate Agent - Dallas, Texas

Salaries in Dallas, TX: Real Estate Manager salary - Real Estate Agent salary

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2017-2018 Program Review

Real Estate

Attachment 5

2017 Agent Licensee Stats

For Collin College Completers

	A	B	C	D	E	F	G	H	I
1	Collin College List of Lic	censees 2018							
2									
3									
4	FirstName	Last Name	Status	Phone	Email	SponsoringBroker	LicenseNumber	License Date	LicenseExpire
5									
6	Rosalia	Tejeda	Active	214-649-2028	r_tejeda725@sbcglobal.net	JP & Associates REALTORS	695841	10/23/2017	10/31/2019
7	MADHUMATHI	VYSYARAJU	Inactive	848-667-1507	chenran1918@gmail.com		699051	12/31/2017	12/31/2019
8	Huiping	Yuan	Inactive	214-585-8762	hp_yuan@hotmail.com		697833	11/30/2017	11/30/2019
9	Ran	Chen	Active	469-579-2691	chenran1918@gmail.com	Keller Williams	691811	7/31/2017	7/31/2019
10	Milton	Medina	Active	972-762-2757	akatiky92@gmail.com	Keller Williams	683211	1/31/2017	1/31/2019
11	Luis	Mejia	Active	469-265-1944	luisjr114@gmail.com	Keller Williams	683212	1/31/2017	1/31/2019
12	David	Saucedo	Active	972-310-9357	dsaucedo4@utexas.edu	Winan Realty	691670	7/31/2017	7/31/2019
13	Marjana Bulek	Barron	Active	972-248-8686	mbulek@sbcglobal.net	Keller Williams	687248	4/30/2017	4/30/2019
14	Irma Guadalupe	GARCIA SALAICES	Active	214-728-0063	irmagarcia2013@yahoo.com	Keller Williams	683387	1/31/2017	1/31/2019
15	Galyna	Grybchuk	Active	347-479-4527	ggrybchuk@gmail.com	Keller Williams	685113	3/31/2017	3/31/2019
16	Vanhseng	Khounlavong	Inactive	865-742-6250	mkhounlavong@gmail.com		684398	2/28/2017	2/28/2019
17	VERA WEI CHING	Sun	Active	714-213-1306	verawsun@gmail.com	Keller Williams	683529	1/31/2017	1/31/2019
18	Lenin	Bravo	Active	214-799-4440	lenin.a.bravo@gmail.com	Keller Williams	690513	6/30/2017	6/30/2019
19	Jinxiang	Feng	Active	469-216-8889	745713378@qq.com	Texas Apartment Com	692670	8/31/2017	8/31/2019
20	Michael	Herrera-Nelson	Active	214-789-6968	mherrera12@me.com	Keller Williams	692214	7/31/2017	7/31/2019
21	Mohammed Jawad	Kadhim	Active	346-331-8824	mohammed81@me.com	C21-Judge Fite	692034	7/31/2017	7/31/2019
22	Jennifer	King	Active	972-567-0822	jennifer_king414@yahoo.com	Open Sapce Group	683981	2/28/2017	2/28/2019
23	Dejan	Markovic	Active	972-469-0300	dejanmarkovicrealty@gmail.com	Keller Williams-Guilford Management	691556	7/31/2017	7/31/2019
24	Victor	Nyanjui	Active	214-405-8564	vnyanjui@gmail.com	C21-Judge Fite	693043	8/31/2017	8/31/2019
25	Coral	Rojas Acosta	Active	469-543-7655	coralyourrealtor@gmail.com	JP & Associates REALTORS	692998	8/31/2017	8/31/2019
26	Kathlyn Charlotte	Terry	Inactive	972-809-0446	kathlynterry@gmail.com		692112	7/31/2017	7/31/2019
27	Ana	Torres	Active	214-701-2217	artorres2003@aol.com	Keller Willaims-Octagon Group	699506	12/31/2017	12/31/2019
28	LIGIA MUNEVAR	Urrego	Inactive	214-709-4136	ligiamu@aol.com		695806	10/31/2017	10/31/2019
29	Jessica	Garrett	Inactive	214-803-4072	jessmgarrett@gmail.com		693002	8/31/2017	8/31/2019
30	Cassie	Shook	Active	214-578-8417	cassielshook@gmail.com	Vicki's Real Estate Group	695240	10/31/2017	10/31/2019
31	Chandramouli	Bodavula	Active	860-503-9018	bmouli_reddy@yahoo.com	Keller Williams	696512	10/31/2017	10/31/2019
32	Adrina	Bohorquez-Marinez	Inactive	214-566-1937	adbohor@hotmail.com		697673	11/30/2017	11/30/2019
33	Ehrab Nasser	Hussain	Active	214-326-8855	ehrab.hussain@gmail.com	Keller Williams	695689	10/30/2017	10/30/2019
34	Xueling	Jordan	Active	972-815-7644	xuelingnong@gmail.com	Keller Williams	693195	8/31/2017	8/31/2019
35	Sabrina Marcell	Parker	Active	469-450-8855	sabrinamparker@gmail.com	5th Stream Realty	690355	6/30/2017	6/30/2019
36	Edward John	Patton	Inactive	214-534-7996	woolf_ed2003@yahoo.com		690354	6/30/2017	6/30/2019
37	TUAN THANH	PHAN	Active	469-742-3888	tuantphan@gmail.com	Keller Willaims-Octagon Group	692492	8/31/2017	8/31/2019
38	HYUK JIN	JUNG	Active	214-790-5591	hjjung0919@gmail.com	KC REALTY ADVISORS	677977	9/30/2017	9/30/2019
39	ETHAN	Kelfer	Inactive	469-734-5363	ejkelfer@gmail.com		683353	1/31/2017	1/31/2019
40	April	Peter	Active	214-597-9593	aprilpeter701@hotmail.com	X RE ADVANTAGE INVESTMENTS LLC	694385	9/30/2017	9/30/2019
41	SHALINI	Sharma	Active	469-347-5554	shaliniemail@gmail.com	Keller Williams	681205	11/30/2016	11/30/2018
42	QIAO YUN	QIAO YUN	Inactive	214-693-5086	judywang12345@gmail.com		678790	9/30/2016	9/30/2018
43	XIAOLEI	ZHU	Inactive	973-723-7966	No Email		680033	10/30/2016	10/30/2018
44	GUANG	YANG	Active	972-624-9803	yangguang2408@hotmail.com	DFW Realty	691114	7/31/2017	7/31/2019

	A	B	C	D	E	F	G	H	I
45	JENNIFER	FRALICK	Active	214-290-2384	jennf810@gmail.com	EXP Realty	682201	12/31/2016	12/31/2018
46	JASON HEATH	GIPSON	Active	469-877-0784	jasonhgipson@yahoo.com	Coldwell Banker (NRT Realty)	681672	12/31/2016	12/31/2018
47	THANH NGUYEN	HOANG	Active	214-404-0325	thanhnhoang@gmail.com	Remax Suburban	588785	7/31/2016	7/31/2018
48	MATTHEW WAYNE	ROGERS	Pro.Active	972-832-4928	matthewrogers2828@gmail.com	Bill Kukla	690441	6/30/2017	6/30/2019
49	RITCHIE EMMETT	SWITZER	Inactive	972-649-4697	ritswitzer@hotmail.com		496802	10/31/2016	10/31/2018
50	KATHRYN ELIZABETH	WESTMAN	Active	214-640-0613	katwest4646@gmail.com	Keller Williams	679924	10/31/2016	10/31/2018
51	BLYTHE LOURENE	ZIRKELBACH-DONNELLON	Active	573-855-4014	bdonnellon@live.com	Keller Williams-Octagon Group	696021	10/31/2017	10/31/2019
52	MUHAMMAD SABEEH	ALI	Active	919-641-3676	sabeehali3@yahoo.com	Keller Williams	687172	4/30/2017	4/30/2019
53	JOSHUA CHARLES	BOONE	Active	919-381-0524	oshua.charles.boone@gmail.com	Keller Williams	687904	4/30/2017	4/30/2019
54	STANLEY	BROWN	Active	469-774-9981	stan.theman.brown@gmail.com	Coldwell Banker AG Town REALTORS	696646	10/31/2017	10/31/2019
55	CAROLEE CAIN	CROSS	Active	214-726-6661	myhometour@sbcglobal.net	Joe Atkins Realty	683259	1/31/2017	1/31/2019
56	SRINIVASULA R	DOMMARAJU	Inactive	214-566-4517	rajurajuds@gmail.com		696455	10/31/2017	10/31/2019
57	PRUDENCE	FERDINAND	Active	469-252-0113	prudenceferdinand@gmail.com	JRAGZ REALTY	683269	1/31/2017	1/31/2019
58	BENJAMIN	HILDEBRAND	Inactive	214-498-4733	benh6800@att.net		688276	5/31/2017	5/31/2019
59	Wanda	Jones	Active	972-569-7154	wgjones727@gmail.com	Keller Williams-Octagon Group	684844	2/28/2017	2/28/2019
60	OMARI JAMEID	NEWTON	Inactive	214-681-8227	omari.j.newton@gmail.com		698434	12/31/2017	12/31/2019
61	SHARAD RAMDAS	VERNEKAR	Inactive	214-425-7589	sharad.vernekar@gmail.com		686382	3/31/3017	3/31/2019
62	DANIEL HARRY	WARD	Active	214-235-1837	dan9083@gmail.com	Fathom Realty	684157	2/28/2017	2/28/2019
63	ADRIANA	BOHORQUEZ-MARTINEZ	Inactive	214-566-1937	adbohor@hotmail.com		697673	11/30/2017	11/30/2019
64									

2017-2018 Program Review

Real Estate

Attachment 6

2017 Course Schedule by Semester

REAL ESTATE – SPRING SCHEDULE – 2017

MINI SEMESTER I 1/17 – 2/17

Course	CR CRN	CE CRN	Section	Room	Day	Time	Instructor
Principles I	26286	73551	RELE 1301.XP1	H208	M/W	8:30AM-12:40PM	Helgeson
Principles I	30016	73552	RELE 1301.XP2	H209	M/W	8:30AM-12:40PM	Roberts
Agency	28183	73553	RELE 2301.XP1	H209	T/R	8:30AM-12:40PM	Kukla
Agency	29090	73554	RELE 2301.XP2	H208	T/R	8:30AM-12:40PM	Milford
Principles I	27188	73555	RELE 1301.XP7	H208	M/W	6:00PM-10:10PM	Kukla
Finance	30228	73556	RELE 1319 XP7	H209	T/R	6:00PM-10:10PM	Drescher
Agency	31268	73557	RELE 2301.XP7	H209	M/W	6:00 PM-10:10 PM	Lay

MINI SEMESTER II 2/20- 3/30

Principles II	24155	73558	RELE 1338.XP1	H208	M/W	8:30AM-12:40PM	Helgeson
Principles II	31269	73559	RELE 1338.XP2	H209	M/W	8:30AM-12:40PM	Lay
Law Contracts	24165	73560	RELE 1311.XP1	H209	T/R	8:30AM-12.40PM	Kukla
Law Contracts	28565	73561	RELE 1311.XP2	H208	T/R	8:30AM-12.40PM	Milford
Principles II	29092	73562	RELE 1338.XP7	H208	M/W	6:00PM-10:10PM	Roberts
Law Contracts	26289	73563	RELE 1311.XP7	H208	T/R	6:00PM-10:10PM	Helgeson

MINI SEMESTER III 4/3 – 5/5

Finance	29093	75269	RELE 1319.XP1	H208	M/W	8:30 AM-12:40 PM	Roberts
Cont. Forms	27191	75270	RELE 1300.XP1	H208	T/R	8:30AM -12:40PM	Macaluso
Cont. Forms	31121	75271	RELE 1300.XP2	H209	T/R	8:30AM -12:40PM	Lay
Agency	27192	72573	RELE 2301.XP7	H209	M/W	6:00PM -10:10PM	Rush
Cont. Forms	27198	72572	RELE 1300.XP7	H208	T/R	6:00PM - 10:10PM	McLeod
Finance	30230	72574	RELE 1319.XP8	H209	T/R	6:00PM- 10:10PM	Boswell

REAL ESTATE WEEKEND SCHEDULE

Investments	30188	73564	RELE 1307.XP6	H208	Feb. 10, 11, 12 17, 18, 19 24, 25, 26	Rush
			Fri 5:30pm -10:10 pm Sat 8:00am-1:10pm Sun 12:30pm – 6:10pm			

CANVAS Online Course

				Begin -End		
Principles I	24176	73544	RELE 1301.XW1	1/17 – 3/17	(8 weeks)	Kukla
Principles I	26805	73547	RELE 1301.XW2	1/17 – 3/17	(8 weeks)	Helgeson
Principles I	27796	73549	RELE 1301.XW3	1/17 – 3/17	(8 weeks)	Helgeson
Principles II	27223	73550	RELE 1338.XW1	1/17 – 3/17	(8 weeks)	Kukla
Principles I	27207	75302	RELE 1301.XW5	3/20 – 5/5	(7 weeks)	Helgeson
Principles I	27208	75303	RELE 1301 XW6	3/20 – 5/5	(7 weeks)	Kukla
Principles II	27224	75304	RELE 1338.XW5	3/20 – 5/5	(7 weeks)	Helgeson
Principles II	31300	75305	RELE 1338.XW6	3/20 – 5/5	(7 weeks)	Kukla

REAL ESTATE – FALL SCHEDULE – 2017

MINI SEMESTER I 8/28 – 9/30

Course	Section			Day	Time	Instructor
Principles I	19894	RELE1301.XP1	H208	M/W	8:30AM-12:40PM	Helgeson
Principles I	50833	RELE1301.XP2	H209	M/W	8:30AM-12:40PM	Roberts
Agency	11263	RELE2301.XP1	H209	T/R	8:30AM-12:40PM	Kukla
Agency	50713	RELE2301.XP2	H208	T/R	8:30AM-12:40PM	TBA
Principles I	19895	RELE1301.XP7	H208	M/W	6:00PM-10:10PM	Kukla
Finance	18918	RELE1319 XP8	H209	T/R	6:00PM-10:10PM	Freeman
Prop. Mg.	19896	RELE1315.XP7	H209	M/W	6:00PM-10:10PM	Lay

MINI SEMESTER II 10/02 – 11/04

Principles II	11272	RELE1338.XP1	H208	M/W	8:30AM-12:40PM	Helgeson
Principles II	50877	RELE1338.XP2	H209	M/W	8:30AM-12:40PM	Lay
Law Contracts	11279	RELE 1311.XP1	H209	T/R	8:30AM-12.40PM	Kukla
Law Contracts	50827	RELE 1311.XP2	H208	T/R	8:30AM-12.40PM	TBA
Principles II	15425	RELE 1338.XP7	H208	M/W	6:00PM-10:10PM	Roberts
Law Contracts	17993	RELE 1311.XP7	H208	T/R	6:00PM-10:10PM	Helgeson

MINI SEMESTER III 11/06 – 12/16

Finance	17194	RELE 1319.XP1	H208	M/W	8:30 AM-12:40 PM	Roberts
Cont. Forms	17195	RELE 1300.XP1	H208	T/R	8:30AM -12:40PM	Macaluso
Cont. Forms	51259	RELE 1300.XP2	H209	T/R	8:30AM -12:40PM	Lay
Agency	15422	RELE 2301.XP7	H209	M/W	6:00PM -10:10PM	Rush
Cont. Forms	17995	RELE 1300.XP7	H208	T/R	6:00PM - 10:10PM	McLeod
Finance	50475	RELE 1319.XP8	H208	T/R	6:00PM - 10:10PM	TBA

REAL ESTATE WEEKEND SCHEDULE

Investments	51221	RELE 1307.XP6 Room H208	Sept. 15, 16, 17 Sept. 22, 23, 24 Sept. 29, 30, Oct 1	Rush

CANVAS Online Course

			Begin -End		
Principles I	11291	RELE 1301.XW1	8/28 – 10/21	(8 weeks)	Helgeson
Principles I	16869	RELE 1301.XW2	8/28 – 10/21	(8 weeks)	Kukla
Principles I	51483	RELE 1301.XW3	8/28 – 10/21	(8 weeks)	Helgeson
Principles II	11293	RELE 1338.XW1	8/28 – 10/21	(8 weeks)	Kukla
Principles I	18025	RELE 1301.XW5	10/23 - 12/09	(7 weeks)	Kukla
Principles I	16887	RELE 1301 XW6	10/23 - 12/09	(7 weeks)	Helgeson
Principles II	11299	RELE 1338.XW5	10/23 - 12/09	(7 weeks)	Helgeson
Principles II	51260	RELE 1338.XW6	10/23 - 12/09	(7 weeks)	Kukla

REAL ESTATE SUMMER SCHEDULE 2017

PRESTON RIDGE CAMPUS

Summer I – June 5 – July 7

						CR CRN	CE CRN
Principles I	RELE1301.1P1	MW	H208	8:30AM-12:40PM	Helgeson	30143	77607
Law of Contracts	RELE1311.1P1	TR	H208	8:30AM-12:40PM	Kukla	32451	77611
Principles I	RELE1301.1P7	MW	H208	6:00PM-10:10PM	Lay	31994	77609
Finance	RELE1319.1P7	TR	H209	6:00PM-10:10PM	Roberts	32452	77632
Law of Contracts	RELE1311.1P7	TR	H208	6:00PM-10:10PM	McLeod	34847	77629

ONLINE COURSES SUMMER I

Principles I	RELE 1301.1W1	Helgeson	30148	77598
Principles I	RELE 1301.1W2	Kukla	34749	77600

Summer II July 10 – August 10

Principles II	RELE1338.2P1	MW	H208	8:30AM-12:40PM	Helgeson	33279	77633
Cont. Forms & Add.	RELE 1300.2P1	TR	H208	8:30AM-12:40PM	Kukla	33280	77637
Principles II	RELE1338.2P7	MW	H208	6:00PM-10:10PM	Lay	33281	77635
Agency	RELE2301.2P7	TR	H208	6:00PM-10:10PM	Rush	33282	77702

ONLINE COURSES SUMMER II

Principles II	RELE 1338.2W1	Kukla	34874	77603
Principles II	RELE 1338.2W2	Helgeson	34750	77605

2017-2018 Program Review

Real Estate 7

Attachment

Course Completion & Success Rate

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1300 Contract Forms and Addenda

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	24	12	7	2	0	0	2	1	50.0%	29.2%	8.3%	0.0%	0.0%	8.3%	4.2%	95.8%	87.5%	3.04
Spring 2013	31	13	11	1	0	0	6	0	41.9%	35.5%	3.2%	0.0%	0.0%	19.4%	0.0%	100.0%	80.6%	2.81
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	8	2	2	4	0	0	0	0	25.0%	25.0%	50.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	2.75
Fall 2013	31	20	8	1	0	0	2	0	64.5%	25.8%	3.2%	0.0%	0.0%	6.5%	0.0%	100.0%	93.5%	3.42
Spring 2014	19	12	6	1	0	0	0	0	63.2%	31.6%	5.3%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.58
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	16	6	8	2	0	0	0	0	37.5%	50.0%	12.5%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.25
Fall 2014	19	7	9	1	0	0	2	0	36.8%	47.4%	5.3%	0.0%	0.0%	10.5%	0.0%	100.0%	89.5%	3.00
Spring 2015	25	9	12	2	0	0	0	2	36.0%	48.0%	8.0%	0.0%	0.0%	0.0%	8.0%	92.0%	92.0%	3.04
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	9	5	2	1	0	0	1	0	55.6%	22.2%	11.1%	0.0%	0.0%	11.1%	0.0%	100.0%	88.9%	3.11
Fall 2015	26	4	15	1	1	0	4	1	15.4%	57.7%	3.8%	3.8%	0.0%	15.4%	3.8%	96.2%	76.9%	2.46
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	32	11	15	4	0	0	2	0	34.4%	46.9%	12.5%	0.0%	0.0%	6.3%	0.0%	100.0%	93.8%	3.03
Summer 2016	14	11	1	0	0	0	2	0	78.6%	7.1%	0.0%	0.0%	0.0%	14.3%	0.0%	100.0%	85.7%	3.36
Fall 2016	23	8	7	5	0	0	3	0	34.8%	30.4%	21.7%	0.0%	0.0%	13.0%	0.0%	100.0%	87.0%	2.74
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	25	12	8	1	0	0	2	2	48.0%	32.0%	4.0%	0.0%	0.0%	8.0%	8.0%	92.0%	84.0%	2.96
Summer 2017	9	8	0	0	0	0	1	0	88.9%	0.0%	0.0%	0.0%	0.0%	11.1%	0.0%	100.0%	88.9%	3.56
Averages***									45.0%	35.7%	8.4%	0.3%	0.0%	8.7%	1.9%	98.1%	89.1%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1300 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1301 Principles of Real Estate I

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	107	17	25	10	2	0	48	5	15.9%	23.4%	9.3%	1.9%	0.0%	44.9%	4.7%	95.3%	48.6%	1.54
Spring 2013	121	17	28	12	0	0	56	8	14.0%	23.1%	9.9%	0.0%	0.0%	46.3%	6.6%	93.4%	47.1%	1.45
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	36	10	9	7	0	0	8	2	27.8%	25.0%	19.4%	0.0%	0.0%	22.2%	5.6%	94.4%	72.2%	2.25
Summer II 2013	30	2	9	3	2	0	13	1	6.7%	30.0%	10.0%	6.7%	0.0%	43.3%	3.3%	96.7%	46.7%	1.43
Fall 2013	133	22	26	11	6	0	58	10	16.5%	19.5%	8.3%	4.5%	0.0%	43.6%	7.5%	92.5%	44.4%	1.46
Spring 2014	121	21	14	15	3	0	59	9	17.4%	11.6%	12.4%	2.5%	0.0%	48.8%	7.4%	92.6%	41.3%	1.31
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	37	2	12	12	0	0	10	1	5.4%	32.4%	32.4%	0.0%	0.0%	27.0%	2.7%	97.3%	70.3%	1.84
Summer II 2014	24	4	3	2	0	0	15	0	16.7%	12.5%	8.3%	0.0%	0.0%	62.5%	0.0%	100.0%	37.5%	1.21
Fall 2014	124	7	27	14	4	0	66	6	5.6%	21.8%	11.3%	3.2%	0.0%	53.2%	4.8%	95.2%	38.7%	1.14
Spring 2015	113	15	19	22	1	0	52	4	13.3%	16.8%	19.5%	0.9%	0.0%	46.0%	3.5%	96.5%	49.6%	1.43
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	51	8	10	9	0	0	21	3	15.7%	19.6%	17.6%	0.0%	0.0%	41.2%	5.9%	94.1%	52.9%	1.57
Fall 2015	135	16	23	18	3	0	71	4	11.9%	17.0%	13.3%	2.2%	0.0%	52.6%	3.0%	97.0%	42.2%	1.27
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	118	10	34	13	8	0	48	5	8.5%	28.8%	11.0%	6.8%	0.0%	40.7%	4.2%	95.8%	48.3%	1.49
Summer 2016	50	7	19	5	0	0	16	3	14.0%	38.0%	10.0%	0.0%	0.0%	32.0%	6.0%	94.0%	62.0%	1.90
Fall 2016	120	16	20	14	3	0	58	9	13.3%	16.7%	11.7%	2.5%	0.0%	48.3%	7.5%	92.5%	41.7%	1.29
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	111	12	26	18	3	0	45	7	10.8%	23.4%	16.2%	2.7%	0.0%	40.5%	6.3%	93.7%	50.5%	1.49
Summer 2017	28	5	7	8	0	0	7	1	17.9%	25.0%	28.6%	0.0%	0.0%	25.0%	3.6%	96.4%	71.4%	2.04
Averages***									13.1%	21.3%	13.2%	2.4%	0.0%	44.6%	5.3%	94.7%	47.6%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1301 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1307 Real Estate Investments

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	15	11	0	0	0	0	3	1	73.3%	0.0%	0.0%	0.0%	0.0%	20.0%	6.7%	93.3%	73.3%	2.93
Spring 2013	13	12	0	0	0	0	1	0	92.3%	0.0%	0.0%	0.0%	0.0%	7.7%	0.0%	100.0%	92.3%	3.69
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	16	11	0	2	0	0	3	0	68.8%	0.0%	12.5%	0.0%	0.0%	18.8%	0.0%	100.0%	81.3%	3.00
Spring 2014	15	14	0	0	0	0	1	0	93.3%	0.0%	0.0%	0.0%	0.0%	6.7%	0.0%	100.0%	93.3%	3.73
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	23	17	2	1	0	0	1	2	73.9%	8.7%	4.3%	0.0%	0.0%	4.3%	8.7%	91.3%	87.0%	3.30
Spring 2015	13	12	0	0	0	0	0	1	92.3%	0.0%	0.0%	0.0%	0.0%	0.0%	7.7%	92.3%	92.3%	3.69
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2015	16	15	0	0	0	0	1	0	93.8%	0.0%	0.0%	0.0%	0.0%	6.3%	0.0%	100.0%	93.8%	3.75
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	18	13	1	1	0	0	2	1	72.2%	5.6%	5.6%	0.0%	0.0%	11.1%	5.6%	94.4%	83.3%	3.17
Summer 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2016	13	12	1	0	0	0	0	0	92.3%	7.7%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.92
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	16	10	2	4	0	0	0	0	62.5%	12.5%	25.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.38
Summer 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages***									80.4%	3.8%	5.1%	0.0%	0.0%	7.6%	3.2%	96.8%	89.2%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1307 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1311 Law of Contracts

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	25	12	8	2	0	0	2	1	48.0%	32.0%	8.0%	0.0%	0.0%	8.0%	4.0%	96.0%	88.0%	3.04
Spring 2013	35	12	10	2	0	0	9	2	34.3%	28.6%	5.7%	0.0%	0.0%	25.7%	5.7%	94.3%	68.6%	2.34
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	13	3	5	3	0	0	1	1	23.1%	38.5%	23.1%	0.0%	0.0%	7.7%	7.7%	92.3%	84.6%	2.54
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	42	12	16	9	0	0	4	1	28.6%	38.1%	21.4%	0.0%	0.0%	9.5%	2.4%	97.6%	88.1%	2.71
Spring 2014	39	7	21	3	0	0	7	1	17.9%	53.8%	7.7%	0.0%	0.0%	17.9%	2.6%	97.4%	79.5%	2.49
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	13	3	6	3	0	0	1	0	23.1%	46.2%	23.1%	0.0%	0.0%	7.7%	0.0%	100.0%	92.3%	2.77
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	38	3	19	7	0	0	8	1	7.9%	50.0%	18.4%	0.0%	0.0%	21.1%	2.6%	97.4%	76.3%	2.18
Spring 2015	31	5	12	5	0	0	5	4	16.1%	38.7%	16.1%	0.0%	0.0%	16.1%	12.9%	87.1%	71.0%	2.13
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	10	4	5	0	0	0	1	0	40.0%	50.0%	0.0%	0.0%	0.0%	10.0%	0.0%	100.0%	90.0%	3.10
Fall 2015	52	9	21	8	0	0	11	3	17.3%	40.4%	15.4%	0.0%	0.0%	21.2%	5.8%	94.2%	73.1%	2.21
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	46	11	11	7	1	0	14	2	23.9%	23.9%	15.2%	2.2%	0.0%	30.4%	4.3%	95.7%	63.0%	2.00
Summer 2016	13	1	6	1	0	0	3	2	7.7%	46.2%	7.7%	0.0%	0.0%	23.1%	15.4%	84.6%	61.5%	1.85
Fall 2016	50	10	18	4	0	0	13	5	20.0%	36.0%	8.0%	0.0%	0.0%	26.0%	10.0%	90.0%	64.0%	2.04
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	39	7	20	2	0	0	9	1	17.9%	51.3%	5.1%	0.0%	0.0%	23.1%	2.6%	97.4%	74.4%	2.36
Summer 2017	12	3	7	1	0	0	1	0	25.0%	58.3%	8.3%	0.0%	0.0%	8.3%	0.0%	100.0%	91.7%	2.92
Averages***									22.3%	40.4%	12.4%	0.2%	0.0%	19.4%	5.2%	94.8%	75.1%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1311 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1315 Property Management

Term	Enrollment	Grade Assigned A	B	C	D	P	F	W	Grade Distribution A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	15	8	2	1	0	0	3	1	53.3%	13.3%	6.7%	0.0%	0.0%	20.0%	6.7%	93.3%	73.3%	2.67
Spring 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	14	5	4	2	1	0	2	0	35.7%	28.6%	14.3%	7.1%	0.0%	14.3%	0.0%	100.0%	78.6%	2.64
Spring 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	19	16	1	2	0	0	0	0	84.2%	5.3%	10.5%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.74
Spring 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2015	13	7	4	0	0	0	2	0	53.8%	30.8%	0.0%	0.0%	0.0%	15.4%	0.0%	100.0%	84.6%	3.08
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2016	15	14	1	0	0	0	0	0	93.3%	6.7%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.93
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages***									65.8%	15.8%	6.6%	1.3%	0.0%	9.2%	1.3%	98.7%	88.2%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1315 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1319 Real Estate Finance

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	29	17	8	1	0	0	2	1	58.6%	27.6%	3.4%	0.0%	0.0%	6.9%	3.4%	96.6%	89.7%	3.24
Spring 2013	36	17	11	5	1	0	2	0	47.2%	30.6%	13.9%	2.8%	0.0%	5.6%	0.0%	100.0%	91.7%	3.11
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	11	7	2	0	0	0	2	0	63.6%	18.2%	0.0%	0.0%	0.0%	18.2%	0.0%	100.0%	81.8%	3.09
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	33	19	9	2	0	0	2	1	57.6%	27.3%	6.1%	0.0%	0.0%	6.1%	3.0%	97.0%	90.9%	3.24
Spring 2014	40	17	14	1	0	0	6	2	42.5%	35.0%	2.5%	0.0%	0.0%	15.0%	5.0%	95.0%	80.0%	2.80
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	13	7	5	1	0	0	0	0	53.8%	38.5%	7.7%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.46
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	35	12	12	2	0	0	8	1	34.3%	34.3%	5.7%	0.0%	0.0%	22.9%	2.9%	97.1%	74.3%	2.51
Spring 2015	31	11	12	2	0	0	4	2	35.5%	38.7%	6.5%	0.0%	0.0%	12.9%	6.5%	93.5%	80.6%	2.71
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	10	10	0	0	0	0	0	0	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	4.00
Fall 2015	43	8	17	6	1	0	11	0	18.6%	39.5%	14.0%	2.3%	0.0%	25.6%	0.0%	100.0%	72.1%	2.23
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	50	5	21	9	2	0	13	0	10.0%	42.0%	18.0%	4.0%	0.0%	26.0%	0.0%	100.0%	70.0%	2.06
Summer 2016	8	1	6	1	0	0	0	0	12.5%	75.0%	12.5%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.00
Fall 2016	49	8	19	2	0	0	17	3	16.3%	38.8%	4.1%	0.0%	0.0%	34.7%	6.1%	93.9%	59.2%	1.90
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	47	7	17	8	0	0	13	2	14.9%	36.2%	17.0%	0.0%	0.0%	27.7%	4.3%	95.7%	68.1%	2.02
Summer 2017	9	2	4	1	0	0	2	0	22.2%	44.4%	11.1%	0.0%	0.0%	22.2%	0.0%	100.0%	77.8%	2.44
Averages***									33.3%	35.4%	9.2%	0.9%	0.0%	18.5%	2.7%	97.3%	77.9%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1319 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1321 Real Estate Marketing

Term	Enrollment	Grade Assigned A	B	C	D	P	F	W	Grade Distribution A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2015	17	1	13	1	0	0	1	1	5.9%	76.5%	5.9%	0.0%	0.0%	5.9%	5.9%	94.1%	88.2%	2.65
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	16	0	8	5	3	0	0	0	0.0%	50.0%	31.3%	18.8%	0.0%	0.0%	0.0%	100.0%	81.3%	2.31
Summer 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages***									3.0%	63.6%	18.2%	9.1%	0.0%	3.0%	3.0%	97.0%	84.8%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1321 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1338 Principles of Real Estate II

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	90	15	24	4	0	0	41	6	16.7%	26.7%	4.4%	0.0%	0.0%	45.6%	6.7%	93.3%	47.8%	1.56
Spring 2013	64	10	21	4	1	0	24	4	15.6%	32.8%	6.3%	1.6%	0.0%	37.5%	6.3%	93.8%	54.7%	1.75
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	5	1	2	1	0	0	0	1	20.0%	40.0%	20.0%	0.0%	0.0%	0.0%	20.0%	80.0%	80.0%	2.40
Summer II 2013	24	4	10	5	1	0	4	0	16.7%	41.7%	20.8%	4.2%	0.0%	16.7%	0.0%	100.0%	79.2%	2.38
Fall 2013	77	16	18	6	3	0	28	6	20.8%	23.4%	7.8%	3.9%	0.0%	36.4%	7.8%	92.2%	51.9%	1.73
Spring 2014	70	21	22	5	0	0	19	3	30.0%	31.4%	7.1%	0.0%	0.0%	27.1%	4.3%	95.7%	68.6%	2.29
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	28	7	10	3	0	0	7	1	25.0%	35.7%	10.7%	0.0%	0.0%	25.0%	3.6%	96.4%	71.4%	2.29
Fall 2014	62	6	16	6	0	0	32	2	9.7%	25.8%	9.7%	0.0%	0.0%	51.6%	3.2%	96.8%	45.2%	1.35
Spring 2015	47	15	12	5	0	0	12	3	31.9%	25.5%	10.6%	0.0%	0.0%	25.5%	6.4%	93.6%	68.1%	2.26
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	23	5	7	4	0	0	5	2	21.7%	30.4%	17.4%	0.0%	0.0%	21.7%	8.7%	91.3%	69.6%	2.13
Fall 2015	73	17	25	8	0	0	21	2	23.3%	34.2%	11.0%	0.0%	0.0%	28.8%	2.7%	97.3%	68.5%	2.18
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	65	14	14	9	0	0	22	6	21.5%	21.5%	13.8%	0.0%	0.0%	33.8%	9.2%	90.8%	56.9%	1.78
Summer 2016	29	5	7	7	0	0	10	0	17.2%	24.1%	24.1%	0.0%	0.0%	34.5%	0.0%	100.0%	65.5%	1.90
Fall 2016	71	12	17	11	1	0	26	4	16.9%	23.9%	15.5%	1.4%	0.0%	36.6%	5.6%	94.4%	56.3%	1.72
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	56	12	24	4	1	0	12	3	21.4%	42.9%	7.1%	1.8%	0.0%	21.4%	5.4%	94.6%	71.4%	2.30
Summer 2017	19	7	5	2	0	0	3	2	36.8%	26.3%	10.5%	0.0%	0.0%	15.8%	10.5%	89.5%	73.7%	2.47
Averages***									20.8%	29.1%	10.5%	0.9%	0.0%	33.1%	5.6%	94.4%	60.4%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1338 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE1380 Co-op Ed - Real Estate

		Grade Assigned							Grade Distribution									
Term	Enrollment	A	B	C	D	P	F	W	A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	3	2	0	0	0	0	1	0	66.7%	0.0%	0.0%	0.0%	0.0%	33.3%	0.0%	100.0%	66.7%	2.67
Spring 2013	1	1	0	0	0	0	0	0	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	4.00
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2013	1	0	0	1	0	0	0	0	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	2.00
Spring 2014	1	0	0	0	0	0	1	0	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.00
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2014	4	2	0	0	0	0	2	0	50.0%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	100.0%	50.0%	2.00
Spring 2015	1	0	0	0	0	0	1	0	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	100.0%	0.0%	0.00
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fall 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	3	2	1	0	0	0	0	0	66.7%	33.3%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.67
Summer 2017	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Averages***									50.0%	7.1%	7.1%	0.0%	0.0%	35.7%	0.0%	100.0%	64.3%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE1380 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

Grade Distribution, Course Completion, and Course Success Rate by Term

Collin College Program Review 2017-18
FY2013 through FY2017
Real Estate

RELE2301 Law of Agency

Term	Enrollment	Grade Assigned A	B	C	D	P	F	W	Grade Distribution A	B	C	D	P	F	W	Completion Rate	Success Rate*	Course GPA **
Fall 2012	30	13	11	1	0	0	5	0	43.3%	36.7%	3.3%	0.0%	0.0%	16.7%	0.0%	100.0%	83.3%	2.90
Spring 2013	31	14	6	3	0	0	5	3	45.2%	19.4%	9.7%	0.0%	0.0%	16.1%	9.7%	90.3%	74.2%	2.58
Maymester 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2013	10	6	3	1	0	0	0	0	60.0%	30.0%	10.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.50
Fall 2013	41	18	17	3	0	0	3	0	43.9%	41.5%	7.3%	0.0%	0.0%	7.3%	0.0%	100.0%	92.7%	3.15
Spring 2014	30	9	9	6	0	0	4	2	30.0%	30.0%	20.0%	0.0%	0.0%	13.3%	6.7%	93.3%	80.0%	2.50
Maymester 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer I 2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer II 2014	10	5	4	0	0	0	1	0	50.0%	40.0%	0.0%	0.0%	0.0%	10.0%	0.0%	100.0%	90.0%	3.20
Fall 2014	29	6	16	3	0	0	4	0	20.7%	55.2%	10.3%	0.0%	0.0%	13.8%	0.0%	100.0%	86.2%	2.69
Spring 2015	32	10	14	2	0	0	4	2	31.3%	43.8%	6.3%	0.0%	0.0%	12.5%	6.3%	93.8%	81.3%	2.69
Maymester 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Summer 2015	10	3	4	0	0	0	1	2	30.0%	40.0%	0.0%	0.0%	0.0%	10.0%	20.0%	80.0%	70.0%	2.40
Fall 2015	50	12	24	6	0	0	8	0	24.0%	48.0%	12.0%	0.0%	0.0%	16.0%	0.0%	100.0%	84.0%	2.64
Winter 2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2016	39	10	19	2	0	0	7	1	25.6%	48.7%	5.1%	0.0%	0.0%	17.9%	2.6%	97.4%	79.5%	2.59
Summer 2016	7	2	3	2	0	0	0	0	28.6%	42.9%	28.6%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	3.00
Fall 2016	43	11	17	5	0	0	8	2	25.6%	39.5%	11.6%	0.0%	0.0%	18.6%	4.7%	95.3%	76.7%	2.44
Winter 2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spring 2017	44	13	20	2	0	0	6	3	29.5%	45.5%	4.5%	0.0%	0.0%	13.6%	6.8%	93.2%	79.5%	2.64
Summer 2017	11	6	4	0	0	0	0	1	54.5%	36.4%	0.0%	0.0%	0.0%	0.0%	9.1%	90.9%	90.9%	3.27
Averages***									33.1%	41.0%	8.6%	0.0%	0.0%	13.4%	3.8%	96.2%	82.7%	-

Note: The program's course list is a composite from 2013-2017 academic catalogs. If rows appear in blue text, this indicates terms in which RELE2301 was not included in this program's curriculum.
** Success Rate is calculated by dividing the sums of A, B, C and P by the sums of A, B, C, D, P, F & W, using the definition consistent with the NCCBP (National Community College Benchmark Project).*
*** Course GPA is calculated by multiplying the count of A, B, C and D by 4, 3, 2 and 1, respectively. The results are summed and divided by the counts of A, B, C, D, F and W.*
**** Averages may not equal 100 percent due to rounding.*

2017-2018 Program Review

Real Estate

Attachment 8

Registration Status Tracking

Real Estate – Fall I – 2017 Registration Status

August – 8/28 Start

+ Course	Date	18	21	22	23	24	25	26	27	28	29	30	31	
Principles I- Helgeson	M/W													
RELE 1301.XP1	19894 ---CR	13	13	13		13	14							
15/8	70457 ---CE	8	8	8		8	8							
	Total	**21**	**21**	**23**	**19**	**21**	**22**							
Principles I- Roberts	M/W													
RELE 1301.XP2	50833 ---CR	4	4	4		4	4							
20/20	70458 ---CE	2	2	4		6	9							
	Total	**6**	**6**	**8**	**10**	**10**	**13**							
Principles I- Kukla	M/W-PM													
RELE 1301.XP7	19895---CR	12	12	12		16	16							
15/13	70464---CE	10	11	12		13	13							
	Total	**22**	**23**	**24**	**29**	**29**	**29**							
Law of Agency – Kukla	T/R													
RELE2301.XP1	11263---CR	13	13	13		13	13							
15/13	70459---CE	13	13	13		13	13							
	Total	**26**	**26**	**26**	**25**	**26**	**26**							
Law of Agency – TBD	T/R			can										
RELE2301.XP2	50713---CR			can										
	70461---CE			can										
	Total													
Finance – Freeman	T/R-PM													
RELE1319.XP8	18918---CR	14	14	14		16	16							
15/13	70466---CE	11	12	12		12	13							
	Total	**25**	**26**	**26**	**28**	**28**	**29**							
Property Mg.-Lay	M/W-PM													
RELE1315.XP7	19896---CR	6	6	6		6	can							
	70856---CE	0	0	0		0	can							
	Total	**6**	**6**	**6**	**6**	**6**	can							
Investments – Rush	W/E CR	9	9	9		11	11							
(51221/70873)	CE	1	1	1		1	1							
	Total	**10**	**10**	**10**	**11**	**12**	**12**							
Distant Learning														
Principles I-Helgeson	CR	18	18	18		18	18							
(11291/70438)	CE	5	5	5		5	5							
	Total	**23**	**23**	**23**	**23**	**23**	**23**							
Principles I-Kukla	CR	4	5	7		9	12							
(16869/70440)	CE	0	0	1		1	3							
	Total	**4**	**5**	**8**	**8**	**10**	**15**							
Principles I -Helgeson	CR	7	7	7		8	8							
(51483/70442)	CE	1	1	1		1	2							
	Total	**8**	**8**	**8**	**9**	**9**	**10**							
Principles II - Kukla	CR	8	8	8		8	10							
(11293/70443)	CE	2	2	3		3	3							
	Total	**10**	**10**	**11**	**11**	**11**	**13**							
Fall I 2017	**Grand Total**	**161**	**164**	**173**	**179**	**185**	**192**							
Fall I 2016	**Grand Total**													

Real Estate – Fall I – 2017 Registration Status

August – 8/28 Start

Course	Date	18	21	22	23	24	25	26	27	28	29	30	31	1
Principles I- Helgeson	M/W													
RELE 1301.XP1	19894 ---CR	13	13	13		13	14			15	15	15	15	
15/8	70457 ---CE	8	8	8		8	8			8	9	9	9	
	Total	**21**	**21**	**23**	**19**	**21**	**22**			**23**	**24**	**24**	**24**	
Principles I- Roberts	M/W													
RELE 1301.XP2	50833 ---CR	4	4	4		4	4			6	7	7	7	
20/20	70458 ---CE	2	2	4		6	9			8	9	10	10	
	Total	**6**	**6**	**8**	**10**	**10**	**13**			**14**	**16**	**17**	**17**	
Principles I- Kukla	M/W-PM													
RELE 1301.XP7	19895---CR	12	12	12		16	16			15	16	15	15	
15/13	70464---CE	10	11	12		13	13			13	13	13	13	
	Total	**22**	**23**	**24**	**29**	**29**	**29**			**28**	**29**	**28**	**28**	
Law of Agency – Kukla	T/R													
RELE2301.XP1	11263---CR	13	13	13		13	13			14	15	15	15	
15/13	70459---CE	13	13	13		13	13			13	14	15	15	
	Total	**26**	**26**	**26**	**25**	**26**	**26**			**27**	**29**	**30**	**30**	
Law of Agency – TBD	T/R			can										
RELE2301.XP2	50713---CR			can										
	70461---CE			can										
	Total													
Finance – Freeman	T/R-PM													
RELE1319.XP8	18918---CR	14	14	14		16	16			15	16	16	16	
15/13	70466---CE	11	12	12		12	13			13	13	13	13	
	Total	**25**	**26**	**26**	**28**	**28**	**29**			**28**	**29**	**29**	**29**	
Property Mg.-Lay	M/W-PM													
RELE1315.XP7	19896---CR	6	6	6		6	can							
	70856---CE	0	0	0		0	can							
	Total	**6**	**6**	**6**	**6**	**6**	can							
Investments – Rush	W/E CR	9	9	9		11	11			12	11	12	13	
(51221/70873)	CE	1	1	1		1	1			1	1	1	1	
	Total	**10**	**10**	**10**	**11**	**12**	**12**			**13**	**12**	**13**	**14**	
Distant Learning														
Principles I-Helgeson	CR	18	18	18		18	18			18	18	18	18	
(11291/70438)	CE	5	5	5		5	5			5	5	5	5	
	Total	**23**	**23**	**23**	**23**	**23**	**23**			**23**	**23**	**23**	**23**	
Principles I-Kukla	CR	4	5	7		9	12			20	19	19	19	
(16869/70440)	CE	0	0	1		1	3			5	5	5	5	
	Total	**4**	**5**	**8**	**8**	**10**	**15**			**25**	**24**	**24**	**24**	
Principles I -Helgeson	CR	7	7	7		8	8			14	14	14	14	
(51483/70442)	CE	1	1	1		1	2			3	4	4	5	
	Total	**8**	**8**	**8**	**9**	**9**	**10**			**17**	**18**	**18**	**19**	
Principles II - Kukla	CR	8	8	8		8	10			13	13	13	13	
(11293/70443)	CE	2	2	3		3	3			4	5	5	4	
	Total	**10**	**10**	**11**	**11**	**11**	**13**			**17**	**18**	**18**	**17**	
Fall I 2017	**Grand Total**	**161**	**164**	**173**	**179**	**185**	**192**			**215**	**222**	**224**	**225**	
Fall I 2016	**Grand Total**									**214**			**228**	

Real Estate – Fall III – 2017 Registration Status
November – 11/06 Start

Course Nov 6th Start	Date	12	16	18	20	23	25	27	30	1	2	3	6	7		
Cont. Forms- Lay	T/T															
RELE 1300.XP1	17195 ---CR	8	8	7		7	7		7	8		8	8			
18/10	70508 ---CE	10	10	9		8	9		9	11		10	11			
	Total	**18**	**18**	**16**		**15**	**16**		**16**	**19**		**18**	**19**			
Cont. Forms- Kukla	T/T															
RELE 1300.XP2	51259 ---CR	3	3	4		5	6		6	5		10	10			
18/10	70509 ---CE	3	5	6		8	8		9	9		12	11			
	Total	**6**	**8**	**10**		**13**	**14**		**15**	**14**		**22**	**21**			
Cont. Forms- McLeod	T/T PM															
RELE 1300.XP7	17995---CR	9	9	10		11	12		12	14		14	15			
18/10	70513---CE	4	4	4		4	4		4	4		4	4			
	Total	**13**	**13**	**14**		**15**	**16**		**16**	**18**		**18**	**19**			
Finance- Roberts	M/W															
RELE1319.XP1	17194---CR	12	13	14		16	16		16	16		17	17			
18/10	70506---CE	10	11	11		11	11		10	11		12	12			
	Total	**22**	**24**	**25**		**27**	**27**		**26**	**27**		**29**	**29**			
Finance- Condensa	T/T PM															
RELE1319.XP8	50475--CR	10	10	10		10	10		10	12		12	11			
18/10	70514---CE	1	1	1		1	3		4	4		4	5			
	Total	**11**	**11**	**11**		**11**	**13**		**14**	**16**		**16**	**16**			
Agency- Rush	M/W PM															
RELE2301.XP7	15422--CR	20	20	20		20	20		20	19		20	20			
18/10	70505---CE	7	7	7		6	8		8	8		10	10			
	Total	**27**	**27**	**27**		**26**	**28**		**28**	**27**		**30**	**30**			
*******Distant Learning**** October 23 Start**																
Principles I-Kukla	CR	18	18	18		18	18		18	18		18	18			
(18025/70448)	CE	2	2	2		5	7		7	7		7	7			
	Total	**20**	**20**	**20**		**23**	25		**25**	25		**25**	**25**			
Principles I-Helgeson	CR	15	20	20		20	20		20	20		20	20			
(16887/70449)	CE	0	0	0		1	3		2	2		2	2			
	Total	**15**	**20**	**20**		**21**	**23**		**22**	**22**		**22**	**22**			
Principles II –Helgeson	CR	15	20	20		20	19		18	18		18	18			
(11299/70450)	CE	5	5	5		5	5		5	3		5	5			
	Total	**20**	**25**	**25**		**25**	**24**		**23**	**21**		**23**	**23**			
Principles II -Kukla	CR	4														
(51260/ 70451)	CE	0														
Cancelled 9/16	**Total**	4														
Fall II 2017	**Grand Total**															
Fall II 2016	**Grand Total**															
	Delta															
Credit				**128**		**127**			**127**	**130**		**137**	**137**			
Continuing Ed				**45**		**47**			**57**	**59**		**66**	**64**			
			Ratio						70/30	69/31		67/33	68/32			

Real Estate – Spring I – 2018 Registration Status

January 16 – Start

Course	Date	22	26	29	3	5*	8	10	11	12	15	16	17	18
Principles I- Kukla	M/W-AM													
RELE 1301.XP1	26286 --CR	10	12	11	11	5	6	5	6	7	8			
28/0 Block Schedule														
	Total	**10**	**12**	**11**	**11**	**5**	**6**	**5**	**6**	**7**	**8**			
Principles I- Roberts	M/W-AM													
RELE 1301.XP2	30016 --CR	6	6	7	8	4	4	4	5	6	6			
18/10	73575--CE	2	3	4	3	3	5	5	4	7	7			
	Total	**8**	**9**	**11**	**11**	**7**	**9**	**9**	**9**	**13**	**13**			
Principles I-Helgeson	M/W-PM													
RELE 1301.XP7	27188--CR	5	5	5	5	4	5	5	5	5	5			
20/8	73576--CE	1	1	1	3	3	3	5	5	8	8			
	Total	**6**	**6**	**6**	**8**	**7**	**8**	**10**	**10**	**13**	**13**			
Law of Agency –Kukla	T/T-AM													
RELE2301.XP1	29090--CR	13	15	17	16	7	7	8	9	11	12			
18/10	73577--CE	6	6	7	7	7	8	8	9	10	10			
	Total	**19**	**21**	**22**	**23**	**14**	**15**	**16**	**18**	**21**	**22**			
Law of Agency – Lay	T/R-PM													
RELE2301.XP7	27192--CR	3	3	3	3	3	4	5	5	6	5			
18/10	73578--CE	1	1	1	3	3	3	3	3	5	5			
	Total	**4**	**4**	**4**	**6**	**6**	**7**	**8**	**8**	**11**	**10**			
Finance – Condensa	T/R-PM													
RELE1319.XP7	30228--CR	13	13	13	15	12	13	15	17	17	16			
18/10	73579--CE	3	3	3	3	3	3	4	4	4	4			
	Total	**16**	**16**	**16**	**18**	**15**	**16**	**19**	**21**	**21**	**20**			
Investments –W/E	**2/9-2/25**													
RELE1307.XP8	30188-- CR	13	12	13	10	8	8	9	10	10	11			
20/08	73584 --CE	2	3	**4**	**5**	3	5	5	6	6	6			
	Total	**15**	**15**	**15**	**15**	**13**	**13**	**14**	**16**	**16**	**17**			
Distant Learning(8 weeks)														
Principles I	24176--CR	15	15	14	18	13	14	16	16	18	17			
Kukla	73572--CE				1	1	1	1	2	3	3			
	Total	**15**	**15**	**14**	**19**	**14**	**15**	**17**	**18**	**21**	**20**			
Principles I	26805--CR	6	7	7	8	6	9	8	8	11	11			
Helgeson	73573--CE	1	1	1	1	1	1	1	1	1	1			
	Total	**7**	**8**	**8**	**9**	**7**	**10**	**9**	**9**	**12**	**12**			
Principles I	27796--CR			1	1	1	1	**C**	**C**	**C**	**C**			
Helgeson	73574--CE	1	1			1		**C**	**C**	**C**	**C**			
	Total	**1**	**1**	**1**	**1**	**2**	**1**	**C**	**C**	**C**	**C**			
Spring I 2018	**GrandTotal**		**107**	**108**	**121**	**90**	**100**		**111**	**137**	**136**			
	% Credit/Cont. Ed		**82%**	**84%**	**79%**	**66%**			**71%**	**66%**	**66%**			
*** post drop for non-payment**														

2017-2018 Program Review

Real Estate

Attachment 9

TREC Course Approval Documents

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

September 2, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Principles of Real Estate I / #121
TREC Course Approval Period:	September 2, 2015 – September 30, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Online
Exam Delivery Method:	Online
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

- Provider name and TREC assigned provider number
- Course title and course number as approved above
- Name of the student completing the course
- Number of classroom hours of credit awarded
- Dates the student started and completed the course
- TREC approved instructor name and instructor license number
- Printed name and signature of an official of the provider on record with TREC

As a provider of qualifying education, it is important that you familiarize yourself with Subchapter F of the Rules of the Commission. Rules may be accessed via the TREC website at www.trec.texas.gov.

If you have any questions, please contact an Education Specialist at (512) 936-3120.

TEXAS REAL ESTATE COMMISSION
EDUCATION & LICENSING SERVICES DIVISION

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

September 2, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Principles of Real Estate II / #122
TREC Course Approval Period:	September 2, 2015 – September 30, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Online
Exam Delivery Method:	Online
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

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EDUCATION & LICENSING SERVICES DIVISION

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

July 28, 2015 * Revised

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Principles of Real Estate I / #121
TREC Course Approval Period:	June 29, 2015 to June 30, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

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Each student completing the course must receive an official course completion certificate that includes the following:

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DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

July 28, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Principles of Real Estate II / #122
TREC Course Approval Period:	July 17, 2015 to July 31, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

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July 28, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Law of Agency / #1151
TREC Course Approval Period:	July 17, 2015 to July 31, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

- Provider name and TREC assigned provider number
- Course title and course number as approved above
- Name of the student completing the course
- Number of classroom hours of credit awarded
- Dates the student started and completed the course
- TREC approved instructor name and instructor license number
- Printed name and signature of an official of the provider on record with TREC

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TEXAS REAL ESTATE COMMISSION
EDUCATION & LICENSING SERVICES DIVISION

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

July 28, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

*Revised

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Law of Contracts / #1251
TREC Course Approval Period:	June 29, 2015 to June 30, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

- Provider name and TREC assigned provider number
- Course title and course number as approved above
- Name of the student completing the course
- Number of classroom hours of credit awarded
- Dates the student started and completed the course
- TREC approved instructor name and instructor license number
- Printed name and signature of an official of the provider on record with TREC

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TEXAS REAL ESTATE COMMISSION
EDUCATION & LICENSING SERVICES DIVISION

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

July 28, 2015 *Revised

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Promulgated Contract Forms / #351
TREC Course Approval Period:	June 29, 2015 to June 30, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

- Provider name and TREC assigned provider number
- Course title and course number as approved above
- Name of the student completing the course
- Number of classroom hours of credit awarded
- Dates the student started and completed the course
- TREC approved instructor name and instructor license number
- Printed name and signature of an official of the provider on record with TREC

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TEXAS REAL ESTATE COMMISSION
EDUCATION & LICENSING SERVICES DIVISION

TEXAS REAL ESTATE COMMISSION

DOUGLAS E. OLDMIXON, ADMINISTRATOR

Jennifer Grube
Education Specialist
Phone: 512-936-3120
E-mail: jennifer.grube@trec.texas.gov

July 28, 2015

MARY MILFORD
COLLIN COUNTY COMMUNITY COLLEGE - #0166
9700 WADE BLVD
FRISCO TX 75035

Dear Ms. Milford:

You are approved to offer the qualifying (core) course listed below.

Course Title/Course Number:	Real Estate Finance / #451
TREC Course Approval Period:	July 17, 2015 to July 31, 2019
Qualifying Credit Hours:	45 Hours
Course Delivery Method:	Classroom
Exam Delivery Method:	Proctored
Original Provider:	n/a
Subsequent Provider:	n/a
Distance Education Certificate Expiration Date:	n/a

Please note that every provider is required to submit updates to approved courses as they occur.

Each student completing the course must receive an official course completion certificate that includes the following:

- Provider name and TREC assigned provider number
- Course title and course number as approved above
- Name of the student completing the course
- Number of classroom hours of credit awarded
- Dates the student started and completed the course
- TREC approved instructor name and instructor license number
- Printed name and signature of an official of the provider on record with TREC

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TEXAS REAL ESTATE COMMISSION
EDUCATION & LICENSING SERVICES DIVISION

2017-2018 Program Review

Real Estate

Attachment 10

Advisory Committee Meeting Minutes

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: April 23, 2014	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: Nov. 14, 2013

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
	Diane Aylward Associate Premier Properties			X	Mary Milford Dept. Chair
X	Sharon Borgne Associate ReMax Premier Properties		Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate		Meg Titus Broker - Manager Meg Titus Real Estate	X	Bill Blitt Dean BE&IT
X	Steve Lay Broker Associate - Commercial Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors		
E	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
X	Bill Kukla Broker - Manager Bill Kukla Realty	X	Pam Fernanco President Pro Title Solutions		
X	Cristina Botero Broker - Manager Botero-Miller Realty				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford

New Business:		
Broker Certificate change	Action	Board
AAS Degree change	Action	Board
Continue offering program	Action	Board
Other: Resgination of Hazel Edwards	Information	Mary Milford

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that enrollment is stable. This spring had an enrollment of 546 students which is slightly higher than last spring with 508 students.
TREC pass rate	The new quarterly pass rate figures were posted in April with a Pass rate of 78.98 (Previously 76.86). The committee reviewed the posted TREC pass Rates for all schools in comparison to The Collin pass rate.
New Business: Changes to the Broker's Certificate and to the AAS degree	Enrollment has been impacted by two recent events. Two years ago the licensure requirements were increased to a total of six courses which resulted in an increase in the core course enrollment, but a marked decrease in the real estate elective courses. Previously when only four courses were required students usually went ahead and two two additional electives during the last five week of the semester which completed their SAE requirement. Now they do not have the extra five weeks available to them, nor do they need SAE since they will have completed it with the six courses. Additionally, starting two years ago, Collin required a minimum of 15 students for a course to run. Since the only time available for real estate electives was in the evening most of the courses only had about 10 to 12 students and were being cancelled. Currently we offer only one elective course a semester and have the courses on a two year rotation., making Brokerage in particular only available once every two years. For the degree plan we have been able to substitute other real estate courses to what is being currently offered without affecting the integrity of the program. However, Brokerage is required for the Broker Certificate and should not be substituted - this would affect the integrity of the Broker Certificate. The proposal is to discontinue offering the Broker Certificate and to require the six licensure courses and any four real estate elective courses (rather than specifically designated courses) for the degree. This will alleviate the necessity of constant course substitutions.

	All memabers of the Board agreed that nothing should be substituted for Brokerage for the Broker's Certificate and that it was better to drop the certificate rather than substitute another course. They voted unanimously to drop the Broker's Certificate. The Board also voted unanimously to change the AAS Degree to the six required courses and the other four courses would be real estate core courses as electives.
Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand.
Other: Hazel Edwards Resgination Linda Bryant resignation	Hazel Edwards resigned after having served on the Board for 27 years - almost since the inception of the program. Linda Bryant will be leaving Texas next month. She has ably represented the title industry on the Board and will be missed.

CHAIRPERSON SIGNATURE:	DATE: April 23, 2014	NEXT MEETING: Fall 2014

REAL ESTATE ADVISORY BOARD

AGENDA FALL October 15, 2014 12:30 pm

ROOM H 208 PRC

I. WELCOME AND INTRODUCTIONS

II. SELECTION OF CHAIRPERSON & RECORDER

III. OLD BUSINESS

Reading and approval of the minutes

IV. CONTINUING BUSINESS

Discussion and reports:

Enrollment Update - Fall enrollment will exceed 580
Last fall was 578
TREC Pass Rate continues to be high - 785

V. NEW BUSINESS;

WECM Program Competencies: Whether or not professionalism should be taught as a distinct subject or embedded in classes.

VI. ADJOURN

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: April 23, 2014	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: Nov. 14, 2013

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
	Diane Aylward Associate Premier Properties			X	Mary Milford Dept. Chair
X	Sharon Borgne Associate ReMax Premier Properties		Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate		Meg Titus Broker - Manager Meg Titus Real Estate	X	Bill Blitt Dean BE&IT
X	Steve Lay Broker Associate - Commercial Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors		
E	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
X	Bill Kukla Broker - Manager Bill Kukla Realty	X	Pam Fernanco President Pro Title Solutions		
X	Cristina Botero Broker - Manager Botero-Miller Realty				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford

New Business:		
Broker Certificate change	Action	Board
AAS Degree change	Action	Board
Continue offering program	Action	Board
Other: Resgination of Hazel Edwards	Information	Mary Milford

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that enrollment is stable. This spring had an enrollment of 546 students which is slightly higher than last spring with 508 students.
TREC pass rate	The new quarterly pass rate figures were posted in April with a Pass rate of 78.98 (Previously 76.86). The committee reviewed the posted TREC pass Rates for all schools in comparison to The Collin pass rate.
New Business: Changes to the Broker's Certificate and to the AAS degree	Enrollment has been impacted by two recent events. Two years ago the licensure requirements were increased to a total of six courses which resulted in an increase in the core course enrollment, but a marked decrease in the real estate elective courses. Previously when only four courses were required students usually went ahead and two two additional electives during the last five week of the semester which completed their SAE requirement. Now they do not have the extra five weeks available to them, nor do they need SAE since they will have completed it with the six courses. Additionally, starting two years ago, Collin required a minimum of 15 students for a course to run. Since the only time available for real estate electives was in the evening most of the courses only had about 10 to 12 students and were being cancelled. Currently we offer only one elective course a semester and have the courses on a two year rotation., making Brokerage in particular only available once every two years. For the degree plan we have been able to substitute other real estate courses to what is being currently offered without affecting the integrity of the program. However, Brokerage is required for the Broker Certificate and should not be substituted - this would affect the integrity of the Broker Certificate. The proposal is to discontinue offering the Broker Certificate and to require the six licensure courses and any four real estate elective courses (rather than specifically designated courses) for the degree. This will alleviate the necessity of constant course substitutions.

	All memabers of the Board agreed that nothing should be substituted for Brokerage for the Broker's Certificate and that it was better to drop the certificate rather than substitute another course. They voted unanimously to drop the Broker's Certificate. The Board also voted unanimously to change the AAS Degree to the six required courses and the other four courses would be real estate core courses as electives.
Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand.
Other: Hazel Edwards Resgination Linda Bryant resignation	Hazel Edwards resigned after having served on the Board for 27 years - almost since the inception of the program. Linda Bryant will be leaving Texas next month. She has ably represented the title industry on the Board and will be missed.

CHAIRPERSON SIGNATURE:	DATE: April 23, 2014	NEXT MEETING: Fall 2014

THE 2014 REAL ESTATE PROGRAM OF STUDY WORKSHOP

July 29-31, 2014 San Jacinto College, Pasadena, Texas

This workshop was the first step in developing state-wide Programs of Study derived from sequences of courses leading to a certificate or a degree.

The plan is for the Texas Higher Education Coordinating Board (THECB) to develop and set state wide curriculum, goals, and requirements for certain certificate programs, including real estate. Currently, the certificate programs are locally developed and then approved by the THECB. The local development will be replaced by state THECB development and result in state-wide standardization.

Our workshop was tasked with recommending (1) what certificates in real estate should be offered, (2) the length by credit hours of each, and (3) the goals/outcomes for each certificate.

Our committee was the first, or beta, such committee and was followed by other academic disciplines using the blueprint established by the real estate committee. The committee was comprised of 4 instructional specialist members (real estate instructors) from Collin College, San Jacinto College, Austin Community College, and TCU. There was an additional panel of 4 real estate brokers/business owners from the Houston and Corpus Christi areas.

The business owners met and discussed goals and expectations they have for certificate holders who start work. The instructional specialist panel reviewed and altered the recommendations of the business panel as we felt appropriate, and added new outcomes. We also set the credit hour criteria for each of the two real estate certificates.

Our recommendations will be presented to the THECB. Then, in 2015 there will be another panel tasked with reviewing the stated outcomes of each individual core real estate course and recommending to THECB any changes in each course. It is hoped that the original instruction specialist panel will return for this task. Then THECB will decide what

they require for the state wide real estate curriculum. The earliest possible implementation will be September 2016.

OUR RECOMMENDATIONS:

1. Adopt two certificate programs.
   A. Real Estate Salesperson Certificate
   B. Real Estate Salesperson Completion Certificate
2. The Salesperson Certificate will require 16 credit hours.
3. The Salesperson Completion Certificate will require 18 credit hours.
4. Each will have the following outcomes.

A. REAL ESTATE SALESPERSON CERTIFICATE

1). Explain titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, and distinctions between personal and real property.

2). Describe appraisal processes, financing and regulations, and components of the closing process

3). Describe federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment.

4). Prepare applicable transaction forms.

5). Describe agency representation.

6). Demonstrate professionalism including appropriate workplace attire, communications (written and oral), interpersonal relationships, time management, initiative, and problem-solving skills

7). Use workplace technology

B. REAL ESTATE SALESPERSON COMPLETION CERTIFICATE

1). Explain title to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, and distinctions between real and personal property.

2). Describe appraisal processes, financing and regulations, and components of the closing process.

3). Describe federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment.

4). Prepare applicable transaction forms.

5). Describe agency representation.

6). Demonstrate professionalism including appropriate workplace attire, communications (written and oral), interpersonal relationships, time management, initiative, and problem solving skills.

7). Use workplace technology.

8). Demonstrate competence in additional selected core real estate content areas.

REAL ESTATE – SPRING SCHEDULE – 2015
ALL CLASSES AT PRESTON RIDGE CAMPUS

MINI SEMESTER I 1/20 – 2/19

Course	Section	Day	Time	Instructor
Principles I	RELE1301.XP1 H208	M/W	8:30AM-12:40PM	Helgeson
Agency	RELE2301.XP1 H208	T/R	8:30AM-12:40PM	Milford
Agency	RELE 2301.XP2 H209	T/R	8:30AM-12;40PM	Kukla
Principles I	RELE1301.XP7 H208	M/W	6:00PM-10:10PM	Roberts
Finance	RELE 1319.XP7 H208	T/R	6:00PM-12:40PM	Boswell
Finance	RELE 1319 XP8 H209	T/R	6:00 PM-12:40PM	Drescher
Marketing	RELE1321.XP7 H209	M/W	6:00PM-10:10PM	Macaluso

MINI SEMESTER II 2/23 – 4/2

Principles II	RELE1338.XP1 H208	M/W	8:30AM-12:40PM	Helgeson
Law Contracts	RELE 1311.XP1 H208	T/R	8:30AM-12.40PM	Milford
Law Contracts	RELE 1311.XP2 H209	T/R	8:30AM-12.40PM	Lay
Principles II	RELE1338.XP7 H208	M/W	6:00PM-10:10PM	Lay
Law Contracts	RELE 1311.XP7 H208	T/R	6:00PM-10:10PM	Helgeson

MINI SEMESTER III 4/6 – 5/7

Finance	RELE 1319.XP1 H208	M/W	8:30 AM- 12:40 PM	Roberts
Cont. Forms	RELE 1300.XP1 H208	T/R	8:30AM - 12:40PM	Macaluso
Cont. Forms	RELE 1300.XP2 H209	T/R	8:30 AM -12:40 PM	Kukla
Agency	RELE2301.XP7 H209	M/W	6:00PM -10:10PM	Rush
Cont. Forms	RELE 1300.XP7 H208	T/R	6:00PM - 10:10PM	McLeod

REAL ESTATE WEEKEND SCHEDULE

Investments	RELE 1307.XP6 Room H208	Feb. 6, 7, 8 Feb. 13, 14, 15 Feb. 20, 21, 22	Rush

CE 6 Online Courses

		Begin - End		
Principles I	RELE 1301.XW1	1/20 – 3/6	(8 weeks)	Milford
Principles I	RELE 1301.XW2	1/20 – 3/6	(8 weeks)	Milford
Principles I	RELE 1301.XW3	1/20 – 3/6	(8 weeks)	Kukla
Principles II	RELE 1338.XW1	1/20 – 3/6	(8 weeks)	Milford
Principles I	RELE 1301.XW5	3/16 – 5/8	(7 weeks)	Helgeson
Principles I	RELE 1301 XW6	3/16 – 5/8	(7 weeks)	Helgeson
Principles II	RELE 1338.XW5 *	3/16 – 5/8	(7 weeks)	Helgeson
Principles II	RELE 1338.XW6	3/16 – 5/8	(7 weeks)	Helgeson

COLLIN COUNTY COMMUNITY COLLEGE FALL 2014
REAL ESTATE ADVISORY COMMITTEE

Diane Aylward
Premiere Properties
1010 Elm Dr.
Providence Village 76227
Cell: 214 842 1179
Dianeaylward.idlife@gmail

Sharon Borgne
ReMax Premier Properties
2100 Dallas Parkway, Suite 102
Plano, TX 75093
Bus. (972) 4032076
C: 214 533 1799
H: (972) 596-9018
2512 Delmar
Plano, Tx. 75075
SharonB@airmail.net

Steve Lay
Broker Associate - Commercial
Keller Williams Plano
3600 Preston Rd. Suite 100
Plano, Texas 75093
C: 214 505 5819
H: 214 505 5819
SLay@Collin.edu
slay_36@hotmail.com (for students)
stevelay@kw.com

Cristina Botero
Botero – Miller Realty
4421 Avonshire Lane
Plano, Texas 75093
Bus: 972 618 4901
Home: 972 618 4901
cristinabm@msn.com

Mary Milford
Collin College
970 Wade Blvd.. H119
Plano, TX 75035
Bus. 460 365 1801
Fax (972) 469 365 1806
MMilford@ccccd.edu

Richard Helgeson
Collin College
970 Wade Blvd., H 119
9700 Wade Blvd.
Plano, Texas 75035
Bus. 469 365 1803
Fax: 469 365 1800
RHelgeson@ccccd.edu

Meg Titus
Meg Titus Real Estate
4116 Carrito Dr
Plano, Texas 75074
Bus. 972 424 4993
MC: 214 336 1909
Fax (972)578 0640
meg@teamtitus.net

Ivy Boland
REMAX – Dallas Suburbs
3915 McDermott Rd.
Plano, Texas 75025
Off: (972) 208 9200
Off: (972) 265 8180
Cell (214) 673-8810
Fax O (972) 423-7296
ivy@ivyboland.com

Barbara Trumbull
Broker / Frisco Stars
Keller Williams Realty
4783 Preston Rd. #100
Frisco, Texas 75034
Bus: 972 712 9898
barbaratrumbull@gmail.com

Kelly Logsdon Rush
Associate
Ebby Halliday Realtors
5999 West Northwest Hiway
Dallas, Texas 75225
Off:214 210 1500
Cell 214 566 3034
KLRush@Collin.edu
kellylogsdonrush@msn.com

Terri Macaluso
Managing Broker
Ebby Halliday, Realtors
1415 Legacy Dr.
Suite 100
Frisco, Texas 75034
Bus: 972 335 6564
terrimacaluso@ebby.com

Roy Roberts
Broker - Manager
Roberts Real Estate
Roberts Real Estate
3424 Mt.
Vernon Way
Plano, Tx. 75025
Off: 214 728 2981
Rbr95@aol.com

Bill Kukla
Broker - Manager
Bill Kukla Realty
5925 Castlebar Lane
Plano, Texas 75092
Cell: 214 334 5344
Off: 972 381 6121
bll@billkukla.com

Pam Fernando
Principal
Pro title solutions LLC
7552 Main St.
The Colony, Texas 75056
Off: 214 356 7671
Pam7232@gmail.com

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: Oct. 15, 2014	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: April 23, 2014

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
X	Diane Aylward Associate Premier Properties			X	Mary Milford Dept. Chair
A	Sharon Borgne Associate ReMax Premier Properties	X	Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate	X	Meg Titus Broker - Manager Meg Titus Real Estate		
X	Steve Lay Broker Associate - Commercial Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors		
X	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
X	Bill Kukla Broker - Manager Bill Kukla Realty	X	Pam Fernanco President Pro Title Solutions		
X	Cristina Botero Broker - Manager Botero-Miller Realty				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford

New Business:		
WECM Meeting Professionalism Competency	Action	Board
	Action	Board
Continue offering program	Action	Board
Other:		

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that enrollment is stable. This fall enrollment will exceed 580 students which is constant with last fall's enrollment of 578 students. Most classes are full.
TREC Pass Rate	The pass rate remains high at 78%.
New Business: WECM recommendations to the THECB for Certificates and competencies. Should the proposed competency regarding professionalism be taught as a discreet subject or embedded throughout the program.	The 2014 WECM Real Estate Program Workshop met on July 29-31 at San Jacinto College and was attended by Dick Helgeson. This was the first step in developing state-wide Real Estate Certificate and degree programs with standardized program compentencies. The committee was the first one to meet and was comprised of 4 instructional specialists (Helgeson was a member) and 4 real estate brokers/business owners from the Houston and Corpus Christi areas. The workshop will make the following recommendations to the THECB: Adoption of a Real Estate Salesperson Certificate (16 hours) and a Real Estate Salesperson completion Certificate (18 hours). The recommended competencies will be: 1). Explain title to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, and distinctions between real and personal property. 2). Describe appraisal processes, financing and regulations, and components of the closing process. 3). Describe federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. 4). Prepare applicable transaction forms. 5). Describe agency representation. 6). Demonstrate professionalism including appropriate workplace attire, communications (written and oral), interpersonal relationships, time management, initiative, and problem solving skills. 7). Use workplace technology. 8). Demonstrate competence in additional selected core real estate content areas. (This competency for Completion Cert.)

	The issue which this Board is asked to discuss and vote on is whether No. 6 dealing with Professionalism and No. 7 dealing with the use of technology should be treated as a separate and distinct subjects or should it be embedded throughout the program. The Committee first addresses the importance of these competencies, especially professionalism – or, the current lack of professionalism that is entering the real estate business. The Committee, without exception, discussed the deterioration of professionalism and the importance of this issue even though it is not addresses directly by TREC and part of the state licensing exam. Terri Macaluso related that students are now going to interviews looking for a job wearing jeans and flip flops. Ivy Boland addressed the current generation Xers and felt the next groups would be even worse unless an effort toward change is made. The faculty members present discussed how these issues were currently being handled and that they are embedded throughout the courses rather than as a discreet lecture. For example, Sales & Marketing addresses communication skills, Agency addresses dress codes of different companies, Contracts addresses the courteous manner of forwarding an offer/contract, etc. Steve Lay related how his class is assigned group projects to enhance team work. Motion was made by Steve Lay and seconded by Kelly Rush that we enhance our current implementation of Professionalism (without waiting until it is mandated in 2016) by embedding it throughout all courses rather than as a discreet lecture in any one course.
Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand.
Other:	Motion was made and seconded to adjourn and the next meeting will be in the spring of 2015.

SIGNATURE:	DATE: Oct. 15, 2012	NEXT MEETING: Spring 2015

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: April 15, 2015	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: Oct. 15, 2014

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
A	Diane Aylward Associate Premier Properties			X	Mary Milford Dept. Chair
X	Sharon Borgne Associate ReMax Premier Properties	X	Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate	X	Meg Titus Broker - Manager Meg Titus Real Estate		
X	Steve Lay Broker Associate - Commercial Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors		
X	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
A	Bill Kukla Broker - Manager Bill Kukla Realty	X	Pam Fernando President Pro Title Solutions		
X	Cristina Botero Broker - Manager Botero-Miller Realty				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford

New Business:		
Textbook adoptions	Action	Board
	Action	Board
Continue offering program	Action	Board
Other:		

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that enrollment is stable. This spring enrollment will exceed 550 students which is constant with last fall's enrollment of 578 students. Most classes are full.
TREC Pass Rate	The pass rate remains high at 75%.
New Business: TREC Pre-approval process TEXTBOOK ADOPTIONS	Mary Milford reported that TREC has adopted a formal pre-approval process for the six required courses and Collin will be submitting the paperwork for pre-approval. While TREC does not recommend any specific text books, they do "suggest" the Dearborn text books. These texts are on file at TREC. Furthermore, TREC has the power to suggest that a text be changed even though it cannot force the change for colleges. Collin College always tries to provide the best text books at the lowest possible cost to the student. Collin has made its own text and materials for Law of Contract, Contract Forms & Addendums and for Law of Agency. In view of the new requirements and suggestions by TREC, the Committee felt it best to adopt all of the suggested text books even though they are not the cheapest alternative for the student. One of the benefits of the suggested texts, other than approval of the course, is that TREC states that the answers to every question on the state test can be found directly as stated in the "suggested" text books. The Dearborn text books will be adopted as pre-approval is requested. Motion was made, seconded and unanimously passed that Collin adopt the "suggested" text books for the six required real estate courses.

Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand. The Board noted the growth in this area and the high turnover rate in this field adds to the industry demand.
Other:	Motion was made and seconded to adjourn and the next meeting will be in the fall of 2015.

SIGNATURE:	DATE: April 15, 2015	NEXT MEETING: Fall 2015

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: Nov. 12, 2015	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: April 15, 2015

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
X	Cristina Botero Broker – Manager Botero – Miller Realty	X	Pam Fernando President Pro Title Solutions	X	Mary Milford Dept. Chair
X	Sharon Borgne Associate ReMax Premier Properties	X	Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate	A	Meg Titus Broker - Manager Meg Titus Real Estate		
X	Steve Lay Broker Associate - Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors		
X	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
A	Bill Kukla Broker - Manager Bill Kukla Realty	X	Pam Fernando President Pro Title Solutions		

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford

New Business:		
Certificate Name Change	Action	Board
New full time faculty member Qualifications	Action	Board
Continue offering program	Action	Board
Other: Diane Aylward resignation	Information	Mary Milford

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that fall enrollment grew. This fall enrollment will exceed 600 students. Most classes are full and the program is ready to grow again. The addition of any further part time faculty members or other changes will be delayed until fall after the new Dean of the division and the new full time faculty member have been selected
TREC Pass Rate	The pass rate remains high at 75%. Which is currently the highest first time pass rate in the state. Many of the colleges have dropped their real estate programs due to TREC regulation and low pass rates.
New Business: Mary Milford retirement and selection of the next full time faculty member.	Mary Milford, the current Dept. Chair, announced that she will be retiring as full time faculty and Dept. Chair on July 15, 2015 after having been in the Collin real estate program for the last 26 years. The Committee had a lengthy discussion or the qualifications they would like to see in the next full time faculty member. Even though a 2 year Associate Degree would be acceptable, the Committee recommended a full 4 year Bachelor's degree. The Committee's main concern was the amount of current residential experience the new faculty member should have and at what point does further experience become diminishing returns. The Committee wanted to make sure the over emphasis on lengthy experience did not result in excluding younger people at the beginning of their careers. The Ivy Boland suggested that 5 years was an adequate amount, however, Kelly Rush felt that it should be much higher. Barbara Trumbull felt that after 15 years, heavy weighting of experience was not necessary to have a qualified person. The consensus seems to be a real estate professional experience range from 5 to 15 years. While commercial and property management experience would be beneficial, it was imperative that the new faculty member have CURRENT RESIDENTIAL SALES EXPERIENCE. Ivy Boland stated that she wanted the new faculty member to be able to

	accurately portray the personal requirements necessary for an individual to succeed as a person in business for themselves.
Diana Aylward resignation	Mary Milford informed the Committee that Diana Aylward has tendered her resignation after having served on the Committee for 22 years!!! She has retired from the real estate business.
Certificate name change	Currently Collin offers a "Salesperson" certificate which reflects the requirements for licensure. Effective Jan 2015, the Texas Real Estate commission changed the license name from Salesperson to Sales Agent. The Committee felt that the certificate name should reflect the license name. Motion was made, seconded and unanimously passed to rename the certificate to Sales Agent Certificate. However, this change should not take affect until WECM adopts the name change, which hopefully will occur at its annual spring workshop.
Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand. The Board noted the growth in this area and the high turnover rate in this field adds to the industry demand.
Other:	Motion was made and seconded to adjourn and the next meeting will be in the spring of 2015. This will be Mary Milford's last meeting as Dept. Chair with the Committee.

SIGNATURE:	DATE: Nov. 13, 2015	NEXT MEETING: Spring 2015

Advisory Committee Meeting Minutes

CHAIRPERSON: : Sharon Borgne		
MEETING DATE: May 5, 2016	MEETING TIME 12:30 pm	MEETING PLACE: PRC H 208
RECORDER: Mary Milford		PREVIOUS MEETING: Nov. 12, 2015

MEMBERS PRESENT: X

OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
X	Cristina Botero Broker – Manager Botero – Miller Realty	A	Pam Fernando President Pro Title Solutions	X	Mary Milford Dept. Chair
X	Sharon Borgne Associate ReMax Premier Properties	X	Terri Macaluso Broker - Manager Ebby Halliday Realtors	X	Dick Helgeson Professor of Real Estate
X	Roy Roberts Broker - Manager Roberts Real Estate	A	Meg Titus Broker - Manager Meg Titus Real Estate	X	Bill Blitt Dean
X	Steve Lay Broker Associate - Keller Williams	X	Barbara Trumbull Team Leader - Frisco Stars Keller Williams Realtors	X	Samantha Dean Cont. Ed. Dept.
X	Ivy boland Broker - Manager REMAX Dallas Suburbs	X	Kelly Logsdon Rush Associate Ebby Halliday realtors		
A	Bill Kukla Broker - Manager Bill Kukla Realty				

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of the previous meeting	Action	Board
Continuing Business:		
Enrollment Report	Information - Discussion	Mary Milford
TREC Pass Rate	Information - Discussion	Mary Milford
New Faculty Member	Information	Mary Milford

New Business:		
Future of real estate program	Discussion	Board
Continue offering program	Action	Board
Other:		

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded and unanimously passed to approve the minutes of the previous meeting.
Continuing Business:	
Enrollment Report	Mary Milford advised the Board that spring enrollment grew. This spring enrollment was 570 students and last spring was only 540. . Most classes are full and the program is ready to grow again. The addition of any further part time faculty members or other changes will be delayed until fall after the new Dean of the division and the new full time faculty member have been selected
TREC Pass Rate	TREC is no longer posting the pass rate for the colleges. The last posted rate showed Collin with a 75% first time pass rate. The state average is around 50%.
New faculty member	Mary Milford wanted to announce the selection of the new full time Faculty member; however, the selection process had not been Completed
New Business: Future of the real estate program	Bill Blitt discussed the current growth of the college and the future expansion plans for Collin. The Board discussed that they would like to see growth to the north and east of Collin County which currently has no access to any real estate education. Mary Milford stated that for future meetings there would be a representative of the Cont. Ed. Program present at the Board meeting.
Retirement	Mary Milford thanked the Board for their participation over the years. The Board presented her with a signed card, retirement gift and cake.
Curriculum Decisions:	
Program and Curriculum	The Board voted unanimously to continue offering the program with its present curriculum based on the quality of the program and the industry demand. The Board noted the growth in this area and the high turnover rate in this field adds to the industry demand.

Other:	Motion was made and seconded to adjourn and the next meeting will be in the fall of 2016. This was Mary Milford's last meeting as Dept. Chair with the Committee.

SIGNATURE:	DATE: May 9, 2016	NEXT MEETING: Fall 2016

Advisory Committee Meeting Minutes

CHAIRPERSON: Sharon Borgne		
MEETING DATE: November 16, 2016	MEETING TIME: 12:30pm	MEETING PLACE: PRC H-208
RECORDER: Richard Helgeson		PREVIOUS MEETING: May 5, 2016

MEMBERS PRESENT: OTHERS PRESENT:

	Name and Title		Name and Title		Name and Title
	Ivy Boland Broker-Manager ReMax Dallas Suburbs	p	Barbara Trumbull Team Leader-Frisco Stars Keller-Williams Realty	p	Richard Helgeson Discipline Lead Faculty-Collin College
p	Sharon Borgne Associate ReMax Premier Properties				William Kukla Faculty-Collin College
p	Cristina Botero Broker-Manager Botero-Miller Realty			p	Steven Lay Faculty-Collin College
p	Pam Fernando President Pro Title Solutions				Terri Macaluso Faculty-Collin College
p	Mary Milford Broker			p	Roy Roberts Faculty-Collin College
p	Meg Titus Broker-Manager Meg Titus Real Estate			p	Kelly Logsdon Rush Faculty-Collin College

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of previous meeting	Action	Board
Continuing Business:		
Enrollment report	Information-Discussion	Richard Helgeson
TREC Pass Rate	Information-Discussion	Richard Helgeson
New Business:		

Collin College Expansion	Information-Discussion	Richard Helgeson
Introduction- Dean Musa	Information	Richard Helgeson
Collin participation Guided Pathway	Information-Discussion	Richard Helgeson
Curriculum Continuation	Action	Board
Other:		

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded, and unanimously passed to approve the minutes of the previous meeting
Continuing Business:	
Enrollment Report	Richard Helgeson advised the board that enrollment is stable. The Fall 2016 enrollment is 627 which is an approximate increase of 75 from Spring 2016. Most classes are at or near capacity.
TREC Pass Rate	Still at 55% passing the sales agent exam on first try
New Business:	
Collin Expansion	Richard Helgeson reported that Collin will be expanding with new campuses in Celina, Wylie, and Farmersville.
Introduction-Dean Karen Musa	Our former dean, Bill Blitt, has retired and is replaced by Dean Jim Barco and Associate Dean Karen Musa. Karen has direct responsibility for the real estate program
Collin College Guided Pathway participation	Introduction of Collin's participation in a program where our students earning an Associates degree in real estate can transfer seamlessly into a real estate Bachelors degree program at participating 4year colleges
Continuation of curriculum	The board unanimously voted to continue offering the real estate program with its present curriculum based upon the quality of the program and the industry demand.
Other:	Motion was made and seconded to adjourn and have our next meeting in the Spring of 2017

CHAIRPERSON SIGNATURE:	DATE: November 16, 2016	NEXT MEETING :Spring 2017

Advisory Committee Meeting Minutes

CHAIRPERSON: Sharon Borgne—Bill Kukla chair for this meeting due to Borgne illness		
MEETING DATE: April 26, 2017	MEETING TIME: 1:00 pm	MEETING PLACE: PRC H-208
RECORDER: Richard Helgeson		PREVIOUS MEETING: May 5, 2016

MEMBERS PRESENT:

	Name and Title		Name and Title
	Ivy Boland Broker-Manager ReMax Dallas Suburbs	p	Barbara Trumbull Broker-Frisco Stars Keller-Williams Realty
	Sharon Borgne Associate ReMax Premier Properties		
p	Cristina Botero Broker-Manager Botero-Miller Realty		
	Pam Fernando President Pro Title Solutions		
p	Mary Milford Broker		
p	Meg Titus Broker-Manager Meg Titus Real Estate		

OTHERS PRESENT:

	Name and Title
p	Richard Helgeson Discipline Lead Faculty-Collin College
p	William Kukla Faculty-Collin College
p	Steven Lay Faculty-Collin College
	Terri Macaluso Faculty-Collin College
p	Roy Roberts Faculty-Collin College
	Kelly Logsdon Rush Faculty-Collin College

Agenda Item	Action Discussion Information	Responsibility
Old Business:		
Minutes of previous meeting	Action	Board
Continuing Business:		
Enrollment report	Information-Discussion	Richard Helgeson
TREC Pass Rate	Information-Discussion	Richard Helgeson
New Business:		

Collin College Expansion	Information-Discussion	Richard Helgeson
Introduction of Attendees	Information	Richard Helgeson
Collin growth-Bond Package 20-20 Vision	Information-Discussion	Richard Helgeson
Collin Self-Evaluation	Information-Discussion	William Kukla
Curriculum Continuation	Action	Board
Discussion-"What brokers want a student to be taught"	Information-Discussion	Board

MINUTES

Key Discussion Points	Discussion
Old Business:	
Minutes of the previous meeting	Motion was made, seconded, and unanimously passed to approve the minutes of the previous meeting
Continuing Business:	
Enrollment Report	Richard Helgeson advised the board that enrollment is stable. The Spring 2017 enrollment is 648 The Fall 2016 enrollment was 627 The Spring 2016 enrollment was 550 Most classes are at or near capacity.
TREC Pass Rate	2015- 46.3% 2016- 48.7% 2017 year to date 50.2%
New Business:	
Collin 20-20 Vision Bond Package/ Collin expansion	Richard Helgeson reported that Collin will be expanding and has a $600 million dollar bond package that will be voted on by the Collin County citizens. We discussed the growth planned if the bond package passes
Introduction of Attendees	All attendees were acknowledged. Guests were Dean Barko and Dean Musa.
Collin Self-Evaluation	William Kukla discussed how Collin does an internal self-evaluation. Our department will be analyzed in the 2017-2018 school year.
Continuation of curriculum	The board unanimously voted to continue offering the real estate program with its present curriculum based upon the quality of the program and the industry demand.
Discussion-What brokers wish real estate students were taught	Richard Helgeson shared a survey done by the chairperson of TREC on this topic
Other:	Motion was made and seconded to adjourn and have our next meeting in the Spring of 2017

CHAIRPERSON SIGNATURE	DATE: April 26, 2017	NEXT MEETING :Fall 2017

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Advisory Committee Meeting Minutes

CHAIRPERSON: Sharon Borgne		
MEETING DATE: December 6, 2017	**MEETING TIME:** 11:30am-1:30pm	**MEETING PLACE:** PRC LH113
RECORDER: Nancy Huff		**PREVIOUS MEETING:** April 26, 2017

MEMBERS PRESENT: (Yes/No)

	Name and Title		Name and Title
N	Ivy Boland Broker-Manager REMAX Dallas Suburbs		
Y	Sharon Borgne Associate REMAX-Dallas Premier Properties		
Y	Cristina Botero Broker-Manager Botero-Miller Realty		
Y	Mary Milford Broker		
N	Tom Sherman Benchmark Mortgage		
Y	Meg Titus Broker-Manager Meg Titus Real Estate		
Y	Barbara Trumbull Broker/Frisco Stars Keller Williams Realty		
N	Bill Tucker Ebby Halliday		
Y	Sue LeBlanc Broker Benchmark Mortgage (for Tom Sherman)		

OTHERS PRESENT:

	Name and Title
N	James Barko Dean Collin College
Y	Richard Helgeson Professor Collin College
N	John Hines Career Coach Collin College
Y	Nancy Huff Admin. Asst. Collin College
N	Dr. Abe Johnson VP/Provost Collin College
Y	William (Bill) Kukla Discipline Lead Collin College
Y	Steve Lay Associate Faculty Collin College
N	Terri Macaluso Associate Faculty Collin College
Y	Karen Musa Associate Dean Collin College
N	Roy Roberts Associate Faculty Collin College
N	Kelly Logsdon Rush Associate Faculty

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					Collin College

Agenda Item	Action Discussion Information	Responsibility
Old Business:	Welcome and Introductions	Sharon Borgne, chair
	Approval of meeting minutes from 4/26/17	Sharon Borgne and committee
	Real Estate Program Report	Bill Kukla
	Student Report	Bill Kukla
Continuing Business	Career Coach	John Hines
	Report-TREC Broker/Lawyer Committee Update	Bill Kukla
New Business:	Curriculum update	Bill Kukla
	Block Scheduling	Bill Kukla
	Proposed RE Certificate Modification	Bill Kukla
	Revision to AAS Degree Elective Requirements	Associate Dean Musa
	Recommendations and discussion	Sharon Borgne and committee
Other:	Selection of New Chair	Committee
	Concluding Remarks	Sharon Borgne and committee
	Scheduling of Next Meeting	Sharon Borgne and committee

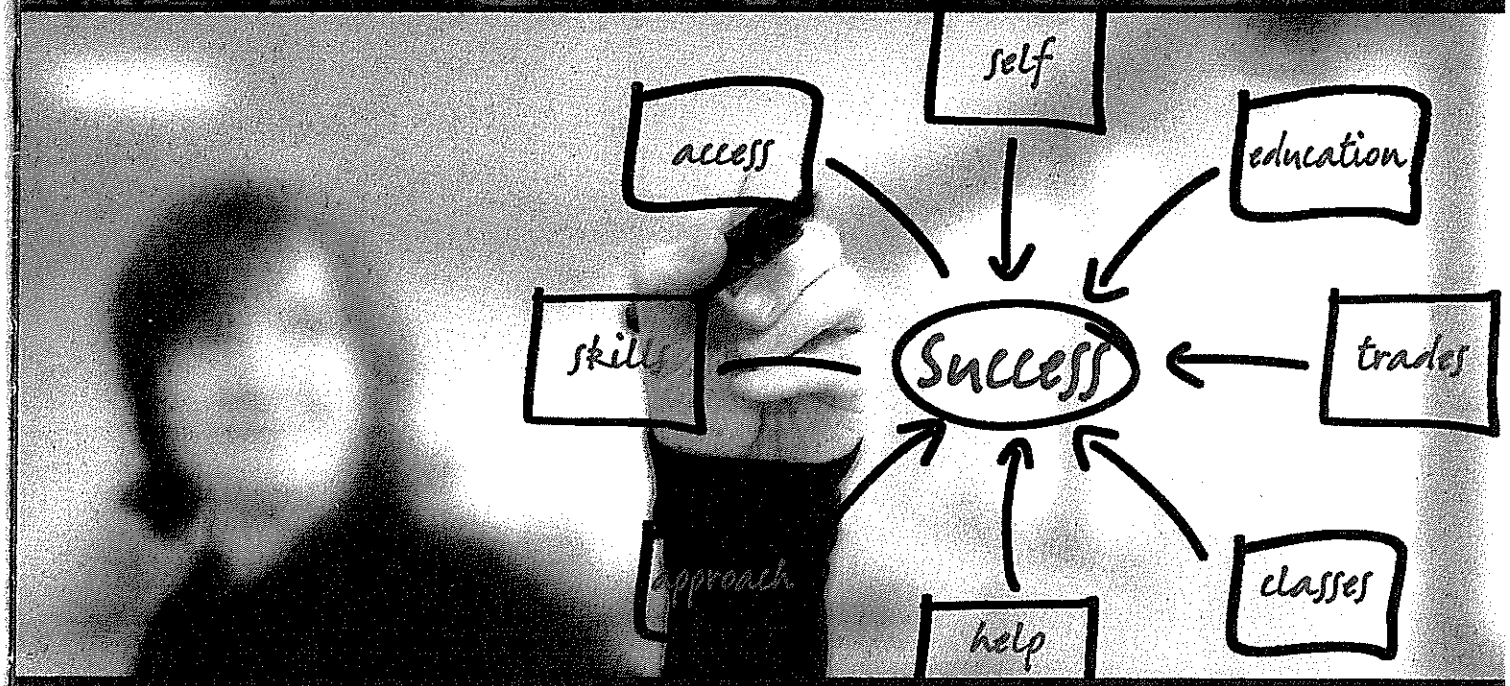
MINUTES

Key Discussion Points	Discussion
Old Business:	Meeting called to order at 11:40am -Welcome and introductions -Discussion on Workforce advisory committee handbook and member requirements. -Requests to look over meeting minutes from 4/26/17. Motion to approve the minutes by Mary Milford, seconded by Meg Titus-all approved.
	-Collin numbers were 628 enrolled in Fall, 648 in Spring for academic year 2016-2017. Fall 2017 is 622 so we are staying about the same. There are two full time faculty (Kukla and Helgeson) and 7 associate faculty. Looking at one new faculty, with a good prospect.
Continuing Business:	-Committee members looked through handouts from TREC provided by B. Kukla and discussed the numbers regarding license and complaint count totals-it was noted that many complaints were due to co-mingling of funds. The first time pass rate was 56.64% on licensing test.
	-Question on how Collin County is doing on complaints. If agent is under a broker it makes a difference vs. an agent as independent. Some are lacking general business protocol-time management, budgeting, marketing. Communication skills were listed as missing in new agents-not enough experience in general business
New Business	-Block scheduling for RE is an experiment but ready to go-will finish in one semester. The idea behind block scheduling is so the students know when the classes are scheduled, that the classes will run and students will need to register for all classes-prevents some from dropping out of the program. This will help with completion rate. We will still offer the regular route so students have options.
	-Career coaches are through Perkins and here to help students progress to completion. They visit classes each semester, offer career advice on interviewing, resume help, co-op as well as "at risk" students. John Hines works with the RE program and has helped with many students who completed but didn't file petition to graduate. Some students need CE credits and some companies pay for these classes. We are considering adding business planning as an elective-we need the committee's opinion. Some students are getting AAS degree in RE and not just certificate. We can consider changing the name to RE Management-and can insert electives from the current Collin course offerings.

	-Suggestion to change the name was responded to favorably. Discussion to add Communications in Mgmt. BMGT 1305, Marketing (to help market and sell themselves as agents), BUSG 2309 small business management and entrepreneurship, business finance (MATH 1324). We could select Principles of Management or Advertising & Sales as these are current courses at Collin. MRKG 2349 advertising & sales promotion-utilizes social media. Other course recommendation-MKGT1301 customer relationship management
Curriculum Decisions:	-Motion made by Barbara Trumbull to have RE department look at adding existing sales & marketing and business communications courses to the RE curriculum as electives-seconded by Cristina Botero-all approved.
Other	Mary Milford nominated Sharon Borgne to continue as chair. Barbara Trumbull-seconded. Sharon accepted nomination and agreed to continue as chair. All approved.
	Motion to adjourn at 12:35pm by Barbara Trumbull, seconded by Meg Titus-all approved.

CHAIRPERSON SIGNATURE:	**DATE:**	**NEXT MEETING:**
DocuSigned by: Sharon Borgne 5A1D90361505412...	1/13/2018	**Spring 2018**

COLLIN COLLEGE



WORKFORCE DEVELOPMENT

Advisory Committee Handbook
2017

ADVISORY COMMITTEE HANDBOOK

COLLIN COLLEGE VISION STATEMENT

Delivering a brighter future for our students and communities.

COLLIN COLLEGE MISSION STATEMENT

Collin College is a student and community-centered institution committed to developing skills, strengthening character and challenging the intellect.

COLLIN COLLEGE LEADERSHIP

Dr. H. Neil Matkin

An innovative and visionary leader, Dr. H. Neil Matkin took office in February 2015 as **Collin College's third district president.**

Prior to his post as the executive vice president of the Louisiana Community and Technical College System in Louisiana, Dr. Matkin served as president of the Central Campus of San Jacinto College and served in a variety of administrative and staff roles with the Virginia Community College System, the Illinois Board of Higher Education and Ambassador University. He holds both an Associate of Arts and a Bachelor of Arts from Ambassador College as well as a Master of Science degree from Golden Gate University, a Master of Business Administration degree from the University of Dallas and a Doctorate of Education from Texas A&M University-Commerce.

The legacy of Collin College—its students—will continue to provide a significant impact, carrying this institution's mission and core values throughout the world. Service and involvement, a core value is taught and practiced at Collin College. Many students, graduates and alumni are also stalwart citizens of Collin County, working as teachers, nurses, public safety professionals, allied healthcare professionals, entrepreneurs, and serving the community in many other professions.

THE PURPOSE OF THE ADVISORY COMMITTEE

Workforce education programs at Collin College are a vital part of both the college and the community. Since these programs are designed to prepare students for employment and continuous learning in rapidly changing business, human service, and technical environments, it is essential that the college establish and maintain partnerships with knowledgeable individuals and employers in the local community. It is our goal to have functional and effective advisory committees comprised of such individuals for each of our programs. The success of workforce education programs to a large extent depends on the activity and involvement of advisory committees.

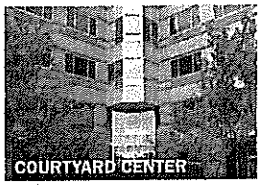
THE ROLE OF THE ADVISORY COMMITTEE

According to the Guidelines for Instructional Programs in Workforce Education (GIPWE), provided by the Texas Higher Education Coordinating Board, each institution must establish a separate industry-based advisory committees for each workforce education program or cluster of closely related programs. An individual programmatic Advisory Committee is also required by the accrediting agencies of each profession where applicable.

The broad purposes of an advisory committee are: 1) to help the college document the need for a workforce education program; and 2) to ensure that the program has both adequate resources and a well-designed curriculum to provide students with the skills, knowledge and behaviors necessary to successfully meet the needs of business and industry. The advisory committee is one of the principal means of ensuring meaningful business and industry participation in program creation, enhancement, and revision.

Acceptance and continued support of education often hinges on a community's knowledge of the various career-training workforce opportunities. Advisory committee members in general:

- ***provide*** a communication channel between career education and the community;
- ***stimulate*** public awareness of workforce education needs and contributions; and
- ***advocate*** for workforce education.



THE FUNCTIONS OF THE ADVISORY COMMITTEE

Each advisory committee has unique functions and responsibilities characteristic of the designated program or industry cluster. However, the following general statements apply to all advisory committees:

- ***evaluates*** the goals and objectives of the program curriculum;
- ***establishes*** workplace competencies for the program occupation(s);
- ***suggests*** program revisions as needed;
- ***evaluates*** the adequacy of existing college facilities and equipment;
- ***advises*** college personnel on the selection and acquisition of new equipment;
- ***identifies*** local business/industry leaders who will provide students with external learning experiences, employment and placement opportunities;
- ***assists*** in the professional development of the faculty;
- ***assists*** in promoting and publicizing the program to the community and to business and industry
- ***represents*** the needs of students from special populations; and
- ***carries out*** initiatives by providing assistance in creating surveys, developing new assessments, and institutional program reviews.

• • • ADVISORY COMMITTEE COMPOSITION

Advisory committees must be composed of individuals who broadly represent the demographics, including the ethnic and gender diversity, of the institution's service area, as well as the demographics of the occupational field. Committee members should be knowledgeable about the skills used in the occupation for which they are providing information and guidance.

- Members should be drawn from both the private and public sectors, with an emphasis on business, industry and labor organizations.
- Full-time faculty, staff and community members offering the program must not be members of the advisory committee but may serve in an ex-officio role. Part-time faculty who hold full-time positions within the career field or those who represent communities of interest may be members of the committee. Faculty and staff of senior institutions with whom the program may be articulated may also be members of the committee.

• • • CHAIRPERSON OF ADVISORY COMMITTEE

At Collin College, the chairperson will be initially appointed by the dean or associate dean at the recommendation of the program coordinator/director, or discipline lead from the membership of the official committee. Subsequent to the initial appointment, the chairperson may be nominated by the program coordinator, director, discipline lead, dean, or associate dean and then confirmed by simple majority vote of the committee. As noted before, Collin College full-time faculty and staff are non-voting Ex-officio members of the committee. Ex-officio members may not chair the committee. The term of appointment will be one academic year, with the option to renew. The program coordinator/director or discipline lead should meet with the chairperson prior to each meeting in order to establish and review the agenda for scheduled meetings and other relevant issues. Ineffective committee chairs and committee members may be removed by the associate dean or dean upon recommendation of such action by the discipline lead or the director. However, all such actions should be brought to the committee as part of the meeting agenda by the discipline lead/director.

• • • ADVISORY COMMITTEE MEETINGS/MINUTES

According to GIPWE, Advisory committees of existing programs must meet in person at least once a year and should, if possible, have a quorum present. However, it is recommended that contact with committees be maintained throughout the year via email, fax, phone or videoconferencing. Collin College strongly encourages that each committee meet face-to-face a minimum of twice during each academic year due to the rapid changing nature of some of the industries. During the development of new programs, advisory committees must meet in person at least twice and participate throughout the development and approval process.

Minutes and documentation of communication must be available upon request. All meetings of the advisory committee must be recorded in official minutes following the GIPWE sample template (Appendix A). The minutes must include:

- identification of committee members (name, title and affiliation);
- an indication of the committee members' presence or absence from the meeting;
- the names and titles of others present at the meeting;
- the signature of the recorder; and
- evidence that industry partners have taken an active role in making decisions that affect the program.

Minutes must be maintained in college files and made available to the Texas Higher Education Coordinating Board staff upon request as well as others who have genuine interest in the program.

2017-2018 Program Review

Real Estate

Attachment 11

Real Estate Course Syllabi

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS - SPRING 2018

Course Information

Course Number: RELE 1301.XP7

Course Title: Principles of Real Estate I

Course Description: A beginning overview of licensing as a real estate broker and salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, students should be able to do the following:

1. Define the principles of real estate and how they apply to the real estate industry. (SCANS F1, F2 ,F3 ,F5, F7, F8, F11, C7, C11, C13)
2. Describe titles to and conveyance of real estate. (SCANS F1, F2 ,F3 ,F5, F7, F8, F11, C7, C11, C13)
3. Discuss legal descriptions, deeds, encumbrances and liens. (SCANS F1, F2 ,F3 ,F5, F7, F8, F11, C7, C11, C13)
4. Discuss in Texas Real Estate License Act (TRELA). (SCANS F1, F5, F10, F11, F15, F16, C5, C6, C7, C11, C12, C13, C14)
5. Distinguish differences between personal and real property. (SCANS F1,F2, F5, F6, C11, C13)
6. Outline the federal, state, and municipal laws related to discrimination in the real estate. (SCANS F1, F2, F5, F8, F11, 12, F16, C7, C9, C10, C11, C13)

Secretary's Commission on the Acquisition of Necessary Skills (SCANS)- SCANS skills are a group of foundational skills and workplace competencies that the Secretary's Commission on the Acquisition of Necessary Skills established as vitally important for workplace success in the 21st century. In Collin's workforce programs, the SCANS skills are developed and reinforced throughout the curriculum to provide students with an opportunity to hone these skills/competencies in the context of their education. Over the course of an entire degree program, the successful student is expected to demonstrate all of the SCANS skills and competencies as part of their education. The SCANS Foundation Skills and Workplace Competencies are described at:
http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf

Withdrawal Policy: See the current *Collin Registration Guide* for last day to withdraw.

Collin College Academic Policies: See the current *Collin Student Handbook.*

Americans with Disabilities Act Statement: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student's responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR

Instructor's Name: **Richard Helgeson**
Office Number: **H119**
Office Hours: **Mon-Wed 4:00pm-6:00pm**
Tues 9:00am-11:00am
Phone Number: **469-325--1803**
Division Number: **469-365-1903**
Email: **rhelgeson@collin.edu**

Class Information:
Section Number: **RELE 1301.XP7**
Meeting Times: **Mon. & Wed. 6:00pm – 10:10pm**
Meeting Location: **PRC H 208**

Course Resources: Modern Real Estate Practice in Texas, 17th Edition, Nance: Dearborn Real Estate Education Company, 2017. ISBN 978-1-4754-3573-3. Required text available in the PRC bookstore.

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:
The grading scale is based on the total points earned. You must pass the final with a minimum of 420 points to pass the course.

POINTS REQUIRED FOR GRADE			TOTAL POSSIBLE POINTS	
A	90% =	900-1000	Quizzes	400
B	80% =	800-899	Final Exam	600
C	70% =	700-799		
D	60% =	600-699	Total	1000

1000 points will be used for the base.

QUIZZES:

Five timed quizzes worth 100 points each will be given and the lowest grade will be dropped.

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written research project may receive up to a maximum of 50 points of extra credit. The project must be pre-approved by the instructor. The project must include at least three sources such as printed (may not use the class text) interview, video, internet (may not use Wikipedia), etc. for the information presented. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page, an internet citation should have the exact url. The project should consist of a narrow issue or question, the answer and where you found the answer. Broad topics such as "fair housing" "the economy's impact on real estate" will not be approved.

The project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. It must be turned in by the 9th class session, and in no event can it be turned in after the final exam. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.

CLASSROOM CONDUCT:

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale.

The last day to withdraw from this class is February 6, 2018.

Real Estate Principles I

Course Sequence of Materials and Quizzes

SESSION	Unit	SUBJECT
1		Licensure Requirements Syllabus Review Introduction to Course
2	1 2 3 4	Introduction to Real Estate Real Property Concepts of Home Ownership Brokerage and Agency
3	7	**QUIZ 1 (Unit 1, 2, 3, 4)** Real Estate License Act (See below for portions of the License Act to be omitted in this course)
4	7	License Act (cont'd)
5	5 6	**QUIZ 2 (Unit 7)** Fair Housing Ethics
6	10 11	**QUIZ 3 (Unit 5, 6)** Interests in Real Estate How Ownership is Held
7	8	**QUIZ 4 (Unit 10, 11)** Legal Descriptions
8	9 12	Real Estate Contracts Listing Agreements
9		**QUIZ 5 (Unit 8 9, 12,)** (**Papers/Outlines due**) Open - Topics as per class needs
10		**COMPREHENSIVE FINAL EXAM**

The quizzes cover the assigned chapters, lecture material and class handouts.

This schedule denotes the sequence in which materials will be presented and the **approximate** sessions in which they will be presented. The instructor may modify this schedule to meet class

needs. **You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or absent from class**.

Provisions of the Texas Real Estate License Act Excluded from Principles I

The following provisions of law should be omitted from your readings in Principles I (Chapter 7) for the reason they are covered and discussed in Agency and Contracts class.

Chapter 1101 Real Estate Brokers and Salespersons

Subchapter A.	**General Provisions.**	
§ 1101.002	Definitions	Omit "Subagent" only
Subchapter D.	**Commission Powers**	
§ 1101.155	Rules Relating to Contract Forms	Omit this section
Subchapter F.	**Broker-Lawyer Committee**	Omit this entire subchapter
Subchapter G.	**Accreditation of Educational Programs**	Omit this entire subchapter
Subchapter L.	**Practice by a License Holder**	
§1101.551	Definitions	Omit this section
§1101.556	Disclosure of Certain Information	Omit this section
§1101.557	Acting as Agent	Omit this section
§1101.558	Representation Disclosure	Omit this section
§1101.559	Intermediary	Omit this section
§1101.560	Associated License Holder	Omit this section
§1101.561	Duties of Intermediary Prevail	Omit this section
Subchapter N.	**Prohibited Practices-Discipline**	
§1101.651	Certain Practices Prohibited	Omit (d) only
§1101.654	Suspension for Unauthorized Law Practice	Omit entire section
Subchapter Q.	**General Provisions - Liability**	
§1101.802	Liability Relating to HIV Infection	Omit this section
§1101.805	Liability for Misrepresentation-Concealment	Omit this section

Other sections of the law may also be omitted as determined by your instructor.

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS – SPRING 2018

Course Information

Course Number: RELE 1301

Course Title: Principles of Real Estate I

Course Description: A beginning overview of licensing as a real estate broker and salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, students should be able to do the following:

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3. Discuss legal descriptions, deeds, encumbrances and liens. (SCANS F1, F2 ,F3 ,F5, F7, F8, F11, C7, C11, C13)
4. Discuss in Texas Real Estate License Act (TRELA). (SCANS F1, F5, F10, F11, F15, F16, C5, C6, C7, C11, C12, C13, C14)
5. Distinguish differences between personal and real property. (SCANS F1,F2, F5, F6, C11, C13)
6. Outline the federal, state, and municipal laws related to discrimination in the real estate. (SCANS F1, F2, F5, F8, F11, 12, F16, C7, C9, C10, C11, C13)

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INSTRUCTOR INFORMATION

Instructor's Name: **Richard "Dick" Helgeson**
Office Number: H 119
Office Hours Tues, Thur 4:00pm - 6:00pm
Wed 9:00am – 11:00am
Other hours by appointment
Phone Number: 469 365 1803
Email: **rhelgeson@collin.edu**

Class Information:
Section Number: RELE 1301.XW2

Minimum Technology Requirement: The current technology requirements for your web course may be found at http://online.collin.edu/StudentInformation.html.

Minimum Student Skills: You should know how to access a Web site when given an address, use the features of your Web browser, download files, attach files to emails, and use the word processing software. We do not teach computer skills in this class. You should have sufficient English reading skills to comprehend the text.

Netiquette Expectations:
1. Standards of courtesy and respect must be maintained at all times in our online "classroom." Join in to the discussion, but remember that this is still a "classroom" setting and that respect and consideration are crucial for any intellectual discussion.
2. Discussion areas are the place for intelligent and respectful airing of ideas. Name-calling and personal attacks are not permitted.
3. Any violation of the standards of appropriate behavior online will be reported to the Dean of Students and appropriate disciplinary action will be taken by the college.

Course Resources: **Modern Real Estate Practice in Texas**, 17th Edition, Nance: Dearborn Real Estate Education Company, 2017. ISBN 978-1-4754-3573-3. Required text available in the PRC bookstore.

Supplies: None

Method of Evaluation:
The grading scale is based on the total points earned from the final (**must be passed with a minimum of 420 points to pass the course**), 4 quizzes, and extra credit.

POINTS REQUIRED FOR GRADE		
A	90% =	900-1000
B	80% =	800-899
C	70% =	700-799
D	60% =	600-699

TOTAL POSSIBLE POINTS	
Quizzes	400
Final Exam	600
Total	1000

WEEKLY LOG IN AND REPORT REQUIREMENT:

After the initial log in, the student is required to log in, check mail, new materials just posted and announcements on a weekly basis. The student is required to give the instructor two progress reports including which chapter the student is on, and whether or not the student has any questions regarding the material they just covered. The two progress reports should be evenly spaced between log in and the end of the course. The course is self-paced and the student may proceed at their own pace and some weeks the student may not even cover new material, but they must report this to the instructor.

QUIZZES:

Five timed quizzes worth 100 points each will be given and the lowest grade will be dropped.

FINAL EXAM:

The timed final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. All quizzes and the final exam are timed tests. **The student (whether enrolled for credit or continuing education) must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

EXTRA CREDIT DISCUSSIONS:

The student is not required to participate in a discussion topic, but is strongly encouraged to do so. Participation in a discussion topic can earn up to 25 extra credit points. The student will receive 5 points for each posting (on a different day or topic) to a discussion up to a total of 25 extra points. Participation must be completed prior to taking the final exam.

Delivery Method of Feedback and/or Graded Material: The quizzes and final exam are graded automatically upon taking them and are available to the student under "My Grades".

Standards for Instructor Response and Availability: The instructor will check course e-mail on a daily basis Monday through Friday (except holidays) and respond within 24 hours.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale. **The last day to withdraw from this class is February 20, 2018.**

Real Estate Principles I
Course Sequence of Materials and Quizzes

Unit	SUBJECT
	Quiz 1
1	Introduction to Real Estate
2	Real Property
3	Concepts of Home Ownership
4	Brokerage and Agency
	Quiz 2
7	Real Estate License Act (See below for portions of the license act to be omitted in this course)
	Quiz 3
5	Fair Housing
6	Ethics
	QUIZ 4
10	Interests in Real Estate
11	How Ownership is Held
	QUIZ 5
8	Legal Descriptions
9	Real Estate Contracts
12	Listing Agreements
	FINAL EXAM

The materials should be studied in the appropriate sequence. Each quiz covers the material between the last quiz and the current quiz. The Final Exam is comprehensive in nature. All quizzes and the final exam are timed.

Provisions of the Texas Real Estate License Act Excluded from Principles I

The following provisions of law should be omitted from your readings in Principles I (Chapter 7) for the reason they are covered and discussed in Agency and Contracts class.

Chapter 1101 Real Estate Brokers and Salespersons

Subchapter A.	**General Provisions.**	
§ 1101.002	Definitions	Omit "Subagent" only
Subchapter D.	**Commission Powers**	
§ 1101.155	Rules Relating to Contract Forms	Omit this section
Subchapter F.	**Broker-Lawyer Committee**	Omit this entire subchapter
Subchapter G.	**Accreditation of Educational Programs**	Omit this entire subchapter
Subchapter L.	**Practice by a License Holder**	
§1101.551	Definitions	Omit this section
§1101.556	Disclosure of Certain Information	Omit this section
§1101.557	Acting as Agent	Omit this section
§1101.558	Representation Disclosure	Omit this section
§1101.559	Intermediary	Omit this section
§1101.560	Associated License Holder	Omit this section
§1101.561	Duties of Intermediary Prevail	Omit this section
Subchapter N.	**Prohibited Practices-Discipline**	
§1101.651	Certain Practices Prohibited	Omit (d) only
§1101.654	Suspension for Unauthorized Law Practice	Omit entire section
Subchapter Q.	**General Provisions - Liability**	
§1101.802	Liability Relating to HIV Infection	Omit this section
§1101.805	Liability for Misrepresentation-Concealment	Omit this section

Other sections of the law may also be omitted as determined by your instructor.

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS -- FALL --2017

Course Information

Course Number: RELE 1338

Course Title: Principles of Real Estate II

Course Description: A continuing overview of licensing as a broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, the student should be able to:

1. Define the principles of real estate and how they apply to the real estate industry. (SCANS: F1, F2, F3, F5, F7, F8, F10, F11, C7, C11, C13),
2. Outline closing procedures. (SCANS: F1, F2, F5, C1, C5, C7, C8, 10, C11, C13)
3. List examples of laws relating to fair housing. (SCANS: F1, F2, F5, F10, C11, C13)
4. Describe appraisal, finance and regulations. (SCANS: F1, F2, F5, C1, C5, C7, C8, 10, C11, C13)
5. Solve real estate mathematical problems. (SCANS F3, F3, C11, C13)

Secretary's Commission on the Acquisition of Necessary Skills (SCANS)- SCANS skills are a group of foundational skills and workplace competencies that the Secretary's Commission on the Acquisition of Necessary Skills established as vitally important for workplace success in the 21st century. In Collin's workforce programs, the SCANS skills are developed and reinforced throughout the curriculum to provide students with an opportunity to hone these skills/competencies in the context of their education. Over the course of an entire degree program, the successful student is expected to demonstrate all of the SCANS skills and competencies as part of their education. The SCANS Foundation Skills and Workplace Competencies are described at:
http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf

Withdrawal Policy: See the current *Collin Registration Guide* for last day to withdraw.

Collin College Academic Policies: See the current *Collin Student Handbook.*

Americans with Disabilities Act Statement: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student's responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR

Instructor's Name: **Steve Lay**
Office Number: **PRC H119**
Office Hours: **By appointment**
Phone Number: **214-505-5819**
Division number: **469-365-1903**
Email: **slay@collin.edu**

Class Information:
Section Number: **RELE 1338.XP2**
Meeting Times: **Mon & Wed 8:30 am – 12:40 pm**
Meeting Location: **H 209**

Course Resources: **Modern Real Estate Practice in Texas**, 17th Edition, Nance: Dearborn Real Estate Education Company, 2017. ISBN 978-1-4754-3573-3. Required text available in the PRC bookstore.

Supplies: Calculator

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:
The grading scale is based on the total points earned. You must pass the final with a minimum of 420 points to pass the course.

POINTS REQUIRED FOR GRADE			TOTAL POSSIBLE POINTS	
A	90% =	900-1000	Quizzes	400
B	80% =	800-899	Final Exam	600
C	70% =	700-799		
D	60% =	600-699	Total	1000

1000 points will be used for the base.

QUIZZES:

Five timed quizzes worth 100 points each will be given and the lowest grade will be dropped..

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written research project may receive up to a maximum of 50 points of extra credit. The project must be pre-approved by the instructor. The project must include at least three sources such as printed (may not use the class text) interview, video, internet (may not use Wikipedia), etc. for the information presented. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page, an internet citation should have the exact url. The project should consist of a narrow issue or question, the answer and where you found the answer. Broad topics such as "fair housing" "the economy's impact on real estate" will not be approved.

The project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. It must be turned in by the 9th class session, and in no event can it be turned in after the final exam. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.

CLASSROOM CONDUCT:

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale.

The last day to withdraw form this class is October 23, 2017.

Principles of Real Estate II

Course Sequence of Materials and Quizzes

SESSION	UNIT	SUBJECT
1		Licensure Requirements **Syllabus Review** Introduction to Course
2	14	Appraisal
3		**QUIZ 1 (Unit 14)**
	13	Math
4	13	Math cont'd
5		**QUIZ 2 (Unit 13)**
	15	Finance
	16	Control of Land Use
	17	Specializations
6		**QUIZ 3 (Unit 15, 16 and 17)**
	21	Estates, Transfers and Titles
	22	Closing the Real Estate Transaction
7	22	Closing the Real Estate Transaction cont'd
8		**QUIZ 4 (Unit 21 and 22)**
	18	Investments
	19	Leases
	20	Property Management
9		**QUIZ 5 (Unit 18, 19 and 20)** Review- Open as per class needs
10		**COMPREHENSIVE FINAL EXAM**

The quizzes cover the assigned chapters, lecture material and class handouts.
This schedule denotes the sequence in which materials will be presented and the **approximate** sessions in which they will be presented. The instructor may modify this schedule to meet class needs. **You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or absent from class**.

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS – Fall II - 2017

Course Information

Course Number: RELE 1338

Course Title: Principles of Real Estate II

Course Description: A continuing overview of licensing as a broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, the student should be able to:

1. Define the principles of real estate and how they apply to the real estate industry. (SCANS: F1, F2, F3, F5, F7, F8, F10, F11, C7, C11, C13),
2. Outline closing procedures. (SCANS: F1, F2, F5, C1, C5, C7, C8, 10, C11, C13)
3. List examples of laws relating to fair housing. (SCANS: F1, F2, F5, F10, C11, C13)
4. Describe appraisal, finance and regulations. (SCANS: F1, F2, F5, C1, C5, C7, C8, 10, C11, C13)
5. Solve real estate mathematical problems. (SCANS F3, F3, C11, C13)

Secretary's Commission on the Acquisition of Necessary Skills (SCANS)- SCANS skills are a group of foundational skills and workplace competencies that the Secretary's Commission on the Acquisition of Necessary Skills established as vitally important for workplace success in the 21st century. In Collin's workforce programs, the SCANS skills are developed and reinforced throughout the curriculum to provide students with an opportunity to hone these skills/competencies in the context of their education. Over the course of an entire degree program, the successful student is expected to demonstrate all of the SCANS skills and competencies as part of their education. The SCANS Foundation Skills and Workplace Competencies are described at:
http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf

Withdrawal Policy: See the current *Collin Registration Guide* for last day to withdraw.

Collin College Academic Policies: See the current *Collin Student Handbook.*

Americans with Disabilities Act Statement: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student's responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR INFORMATION

Class Information:

Instructor's Name: **William "Bill" Kukla**
Office Number: **H119**
Office Hours: **M/W 8:30-11:30am**
T/Tu 8:00-8:30am
T/Tu 12:30-1:00pm
Other hours by appointment
Phone Number: **469-365-1801**
Division Number: **469-365-1903**
Email: **wkukla@collin.edu**

Section Number: RELE 1338.XW1

Minimum Technology Requirement: The current technology requirements for your web course may be found at http://online.colin.edu/StudentInformation.html.

Minimum Student Skills: You should know how to access a Web site when given an address, use the features of your Web browser, download files, attach files to emails, and use the word processing software. We do not teach computer skills in this class. You should have sufficient English reading skills to comprehend the text.

Netiquette Expectations:

1. Standards of courtesy and respect must be maintained at all times in our online "classroom." Join in to the discussion, but remember that this is still a "classroom" setting and that respect and consideration are crucial for any intellectual discussion.
2. Discussion areas are the place for intelligent and respectful airing of ideas. Name-calling and personal attacks are not permitted.
3. Any violation of the standards of appropriate behavior online will be reported to the Dean of Students and appropriate disciplinary action will be taken by the college.

Course Resources:

Modern Real Estate Practice in Texas, 17th Edition, Nance: Dearborn Real Estate Education Company, 2017. ISBN 978-1-4754-3573-3. Required text available in the PRC bookstore.

Supplies: Calculator

Method of Evaluation:

The grading scale is based on the total points earned from the final (**must be passed with a minimum of 420 points to pass the course**), 4 quizzes, and extra credit.

POINTS REQUIRED FOR GRADE

A	90%	=	900-1000
B	80%	=	800-899
C	70%	=	700-799
D	60%	=	600-699

TOTAL POSSIBLE POINTS

Quizzes	400
Final Exam	600
Total	1000

QUIZZES:

Five timed quizzes worth 100 points each will be given and the lowest grade will be dropped.

FINAL EXAM:

The timed final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. All quizzes and the final exam are timed tests. **The student (whether enrolled for credit or continuing education) must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

EXTRA CREDIT DISCUSSIONS:

The student is not required to participate in a discussion topic, but is strongly encouraged to do so. Participation in a discussion topic can earn up to 25 extra credit points. The student will receive 5 points for each posting (on a different day or topic) to a discussion up to a total of 25 extra points. Participation must be completed prior to taking the final exam.

HOW TO PROCEED IN THIS COURSE:

This course is basically self-paced. You subject to the beginning date and the end date for this course, but may proceed at your own pace in between. Please be very careful to not get behind. You should read the chapter, do the questions at the end of each chapter, review the key terms; then you should do the Review Guides. You can correct the Review Guides from the book and may then ask the professor for the answers to any questions that you are not sure of or send the entire Review Guide to the professor to correct. You should then take the designated Quiz. Do not wait to the end to take all the quizzes at once. You will do much better taking each quiz as soon as you have studied the materials. You should plan on taking one quiz a week or you will get behind.

WEEKLY LOG IN AND REPORT REQUIREMENT:

After the initial log in, you are required to log in, check mail, new materials just posted and announcements on a weekly basis. You are required to give the instructor two progress reports including which chapter you are on, and whether or not you have any questions regarding the material you just covered. The progress reports should be after Quiz 1 and after Quiz 3. The progress reports should describe how you are studying - are you doing the study guides, are you doing the questions at the end of the chapter. If you made a bad grade – why do you think you made that grade?

Delivery Method of Feedback and/or Graded Material: The quizzes and final exam are graded automatically upon taking them and are available to the student under "My Grades".

Standards for Instructor Response and Availability: The instructor will check course e-mail on a daily basis Monday through Friday (except holidays) and respond within 24 hours.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale. **The last day to withdraw from this class is October 02, 2017.**

Principles of Real Estate II

Course Sequence of Materials and Quizzes

UNIT	SUBJECT
	QUIZ 1
14	Appraisal
	Quiz 2
13	Math
	QUIZ 3
15	Finance
16	Control of Land Use
17	Specializations
	Quiz 4
21	Estates, Transfers and Titles
22	Closing the Real Estate Transaction
	QUIZ 5
18	Investments
19	Leases
20	Property Management

COMPREHENSIVE FINAL EXAM
(Covers all of the above chapters)

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS – Spring 2018

Course Information

Course Number: RELE 2301.XP2

Course Title: Law of Agency

Course Description: Law of agency including principal-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and other duties of an agent, employment law, deceptive trade practices, listing or buying representation procedures, and the disclosure of an agency.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, the student should be able

1. Identify reasons for suspension or revocation of a real estate license. (SCANS: F1, F7, F10, F11, F16, C7, C8, C10, C11, C13)
2. Illustrate ways in which agency relationships can be created and terminated. (SCANS: F1, F7, F11, C7, C11, C13)
3. Describe the fiduciary relationship that exists between an agent and his principal. (SCANS: F1, F2, F4, F5, C7, C11, C13)
4. Explain the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent. (SCANS F1, F2, F5, F11, F16, C6, C7, C8, C11, C13
5. Distinguish between dual agency and intermediary relationships. (SCANS: F1, F11, C7, C11, C13)
6. Summarize the mandatory Sellers Disclosure of Property Condition form. . (SCANS: F1, F11, C7, C11, C13)

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http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf

Withdrawal Policy: See the current *Collin Registration Guide* for last day to withdraw.

Collin College Academic Policies: See the current *Collin Student Handbook.*

Americans with Disabilities Act Statement: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student's responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR

Instructor's Name: **William "Bill" Kukla**
Office Number: **H119**
Office Hours: **M/W 8:00am-8:30am, 12:45pm-1:45pm**
T/Tu 8:00am-8:30am, 12:45pm-1:45pm
Phone Number: **469-365-1801**
Division Number: **469-365-1903**
Email: **wkukla@collin.edu**

Class Information:
Section Number: **XP2**
Meeting Times: **Tues. & Thurs. 8:30 am – 12:40 pm**
Meeting Location: PRC H 209

Course Resources: Texas Real Estate Agency 8th ed., 2014, Peeples, Dearborn ISBN 978-1-4754-2809-4.

Supplies: None

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:
The grading scale is based on the total points earned. You must pass the final with a minimum of 420 points to pass the course.

POINTS REQUIRED FOR GRADE				TOTAL POSSIBLE POINTS	
A	=90%	=	900-1000	Quizzes	400
B	=80%	=	800-899	Final Exam	600
C	=70%	=	700-799		
D	=60%	=	600-699	Total	1000

1000 points will be used for the base.

QUIZZES:

Four quizzes worth 100 points each will be given. **THERE WILL BE NO MAKEUP QUIZZES**. Instructors may, at their option, give a 5th quiz and allow the student to drop their lowest grade.

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written research project may receive up to a maximum of 50 points of extra credit. The project must be pre-approved by the instructor. The project must include at least three sources such as printed (may not use the class text) interview, video, internet (may not use Wikipedia), etc. for the information presented. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page, an internet citation should have the exact url. The project should consist of a narrow issue or question, the answer and where you found the answer. Broad topics such as "fair housing" "the economy's impact on real estate" will not be approved.

The project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. It must be turned in by the 9th class session, and in no event can it be turned in after the final exam. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.

CLASSROOM CONDUCT:

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale.

The last day to drop this class is February 6, 2018.

TENTATIVE COURSE CALENDAR

SESSION	CHAPTER	SUBJECT
1	1	Syllabus Review Why Study Agency Where Agency Laws Come From
2	1 2 (to p.53) 3 (to p.67) 4 (119 -123) 7	Agency Concepts Basic Agency Relationships – Duties to Clients Duties to Third Parties Sub Agency Creation and Termination of Agency
3		Above Continued
4	6	**QUIZ 1** Intermediary Appendix B
5	2 (53-57) 8 9	**QUIZ 2** IBS and Disclosure of Representation Clarifying Agency Relationships Appendix B Employment Issues, Commissions & Advertising
6	4 5	**QUIZ 3** Seller Agency (Listings) Buyer Agency
7	3 (66-87)	**QUIZ 4** Disclosures to Buyers Seller's Disclosure of Property Condition
8	11	Texas Deceptive Trade Practices Act **QUIZ 5** **PAPERS OR OUTLINES DUE**
9	10 12	Agency, Ethics and Law Implementation
10		Final Exam

The quizzes cover the assigned chapters, lecture material and class handouts.
This schedule denotes the sequence in which materials will be presented and the **approximate** sessions in which they will be presented. The instructor may modify this schedule to meet class needs. **You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or are absent from class.**

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS -- SPRING 2018

Course Information

Course Number: RELE 1319.XP7

Course Title: Real Estate Finance

Course Description: Monetary systems, primary and secondary money markets, sources of mortgage loans, federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity laws affecting mortgage lending, Community Reinvestment Act, and the state housing agency.

Course Credit Hours: 3
Lecture Hours: 3

State Mandated Outcomes: Upon successful completion of this course, the student should be able to:

1. Compare various types of financing available to clients and customers. (SCANS: F1 ,F3, F11, C11, C13, C14)
2. Explain the function of the primary and secondary money markets. (SCANS: F1, F3,F11, C11, C13, C14)
3. List the types of lenders and explain the types of loans they provide. (SCANS: F1, F3, F11, C11, C13, C14)
4. Evaluate the buyer and the property using lender guidelines. (SCANS: F1, F2, F3, F7, F8, F11, C2, C7, C11, C13)
5. Calculate net sheets for both parties in a real estate transaction. (SCANS F1, F3, C7, C11, C13)

Secretary's Commission on the Acquisition of Necessary Skills (SCANS)- SCANS skills are a group of foundational skills and workplace competencies that the Secretary's Commission on the Acquisition of Necessary Skills established as vitally important for workplace success in the 21st century. In Collin's workforce programs, the SCANS skills are developed and reinforced throughout the curriculum to provide students with an opportunity to hone these skills/competencies in the context of their education. Over the course of an entire degree program, the successful student is expected to demonstrate all of the SCANS skills and competencies as part of their education. The SCANS Foundation Skills and Workplace Competencies are described at:
http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf.

Withdrawal Policy: See the current *Collin Registration Guide* for last day to withdraw.

Collin College Academic Policies: See the current *Collin Student Handbook.*

Americans with Disabilities Act Statement: Collin College will adhere to all applicable federal, state and local laws, regulations and guidelines with respect to providing reasonable

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS
Fall Mini II – 2017

Course Information

Course Number: RELE 1311

Course Title: Law of Contracts

Course Description: Elements of a contract, offer and acceptance, statute of frauds, specific performance and remedies for breach, unauthorized practice of law, commission rules relating to use of adopted forms, owner disclosure requirements.

Course Credit Hours: 3
Lecture Hours: 3

Student Learning Outcomes: Upon successful completion of this course, the student should be able to:

1. Discuss the elements of a contract. (SCANS F1 ,F5 ,F10, F11, C11 ,C13)
2. Differentiate the legal effects of a contract. (SCANS F1 ,F5 ,F10, F11, C11 ,C13)
3. Describe the statute of frauds and remedies of breach. (SCANS F1 ,F5 ,F10, F11, C11, C13)
4. Identify practices that would constitute unauthorized practice of law. (SCANS F1, F5, F7, F8, F11, F16, C7, C11, C13)
5. Examine the owner disclosure requirements. (SCANS F1, F10, C11, C13)

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http://www.collin.edu/academics/programs/Workforce_SCANS_Skills_Syllabi_Code_Key.pdf.

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Collin College Academic Policies: See the current *Collin Student Handbook.*

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INSTRUCTOR INFORMATION

William "Bill" Kukla
Office Number: H119
Office Hours: Mon-Wed 8:30-11:30am
Tue/Thu 8:00-8:30am
Tues/Thurs. 12:30-1:00pm
Phone Number: 469-365-1801
Division Number: 469-365-1903
Email: wkukla@collin.edu

Class Information:
Section Number: RELE 1301.XP1
Meeting Times: Tues. & Thurs, 8:30am – 12:40 pm
Meeting Location: PRC H 208
Course Resources: TREC website(www.trec.texas.gov)

Required Texts: Texas Law of Contracts 2nd Edition Update., Dearborn, ISBN 978-1-4754- 4340-0. Required text available in the PRC bookstore.

You will be required to access the TREC website at www.trec.texas.gov. and download certain contracts.

Supplies: None

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:

POINTS REQUIRED FOR GRADE			
A	= 90%	=	900 to 1000
B	= 80%	=	800 to 899
C	= 70%	=	700 to 799
D	= 60%	=	600 to 699

TOTAL POSSIBLE POINTS	
Quizzes	300 points
Exercises (3)	200 points
Final	500 points
TOTAL	**1000 POINTS**

Below a total score of 600, and/or a final exam grade of 350, and/or completion of attendance requirements will result in a failing grade.

QUIZZES:

Three quizzes worth 100 points each will be given. **All makeup quizzes will be given on the 9th session only.**

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of **500** points. **The student must receive a minimum of 350 points on the final in order to pass the course, regardless of the total points earned.**

CLASSROOM CONDUCT:

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale. The last date to withdraw from this class is **October 23, 2017**

TEXAS LAW OF CONTRACTS
FIVE WEEK SCHEDULE

SESSION	TEXT	TOPIC
1		Introduction to the Course Syllabus Review Requirements for Licensure TREC Website
2	**Unit 3** **Unit 5** **Unit 6**	Contracts Used in Real Estate (Pages 42-55) The Sales Contract (Pages 83-98) Contingencies, Addenda and Amendments
3	 **Unit 1**	**QUIZ 1** Texas Contract Law (Pages 1-8) Discussion of TRELA & TREC
4		**QUIZ 2** 1-4 Family Contract (Resale) **Download from TREC Website**
5		Finish 1-4 Family Contract (Resale) **Assign Contract Exercise #1(50 Points)**
6	 **Unit 10** Handout	Grade Contract Exercise #1 Common Contract Mistakes Antitrust/Deceptive Trade Practice Act (Modern Real Estate Practice, Pages 69-72) **Assign Contract Exercise #2 (50 points)**
7		Grade Contract Exercise #2 **Assign Exercise #3 What Does the Contract Say (100 points)** **PRINCIPLES OF REAL ESTATE APPLIED TO CONTRACTS**
	Unit 2 **Unit 4** **Unit 1** **Unit 5** **Unit 7** **Unit 8** **Unit 9**	Basics of Real Estate Law Ownership Rights and Limitations Texas Contract Law - Property Condition Disclosure(Pages 9-14) The Sales Contract- Legal Descriptions (Pages 98-104) Financing Conveyance of Title Closing
8	 **Unit 3**	Grade Exercise #3 **Quiz #3** Continue Principles of Real Estate Applied to Contracts Leases (p. 55 – 62) Lease Agreement
9		Open as per class needs – Review Make up quizzes
10		**Final Exam**

All exercises must be turned in the day they are due, or if you are absent, the next class day. If you come to class when an exercise is being graded, that you have not completed, you will receive a zero for the exercise. If you are going to be absent, please check your syllabus to see which exercise was assigned.

The quizzes cover the assigned chapters, lecture material, and class handouts. This schedule denotes the sequence in which materials will be presented and the **approximate** sessions in which they will be presented. The instructor may modify this schedule to meet class needs. You must select a classmate to keep you advised of any changes and to collect materials for you for the days you are late or absent.

COLLIN COLLEGE
REAL ESTATE DEPARTMENT
COURSE SYLLABUS -- FALL MINI III --- 2017

Course Information

Course Number: RELE 1300

Course Title: Contract Forms and Addenda

Course Description: Promulgated Contract Forms, which shall include, but is not limited to unauthorized practice of law, broker-lawyer committee, current promulgated forms, commission rules governing use of forms and case studies involving use of forms.

Course Credit Hours: 3
Lecture Hours: 3

Prerequisite: RELE 1311

State Mandated Outcomes: After successful completion of this course, the student will be able to demonstrate the following on a test or complete a case study with 70 % accuracy:

1. Describe the Broker-Lawyer Committee, including composition and purpose. (SCANS: F1 F5 F7, C 7. C11. C13)
2. Demonstrate that a given action or statement constitutes the unauthorized practice of law and state the penalties for same. (SCANS: F1, F4, F5, F7, F8, F1, F12, F16, C7. C8. C11, C13)
3. Compare and contrast promulgated and approved forms. (SCANS: F1 , F5, F7 F10, F11, F15, C7, C8, C11, C12, C13)
4. Assess if the use of a form is within the Texas Real Estate Commission rules for use of forms. (SCANS: F1, F7, F8, F10, F11, C7, C11, C12, C13)
5. Correct forms for a given scenario. (SCANS: F1, F2, F8, F11, C7, C11, C12 C13. C14)
6. Fill in the correct forms for a given scenario. (SCANS: F1 ,F7, F9, F10, F11, F12, F13, F14, C1, C7, C9, C10, C11, C12, C13, C14)

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accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR INFORMATION

Instructor's Name: **Steve Lay**
Office Number: **H119**
Office Hours: **By appointment**
Phone Number: **214-505-5819**
Divisions Number: **469-365-1903**
Email: **slay@collin.edu**

Class Information:
Section Number: **RELE 1300.XP1**
Meeting Times: **Tues / Thurs 8:30 am – 12:40 pm**
Meeting Location: **H 208**

Course Resources: You will be required to access the TREC website at www.trec.texas.gov. and download certain contracts.

Required Texts: Texas Promulgated Forms, 2nd Edition Update, Dearborn 2016. ISBN 978-1-4754-0909-3 Includes a Supplement. Required texts available in the PRC bookstore.

Supplies: Contracts required to be downloaded from TREC website

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:

POINTS REQUIRED FOR GRADE

A = 90% = 900 to 1000
B = 80% = 800 to 899
C = 70% = 700 to 799
D = 60% = 600 to 699

TOTAL POSSIBLE POINTS

Exercises	200 points
Quizzes	200
Final	600 points
TOTAL	**1000 POINTS**

Below a total score of 600, and/or a final exam grade of 420, and/or non -completion of attendance requirements will result in a failing grade.

QUIZZES & EXERCISES:

Two quizzes worth 100 points each will be given and if a quiz is missed it will be made up on the 9th session only.

Four exercises worth a total of 50 points each will be given. **All exercises must be turned in the time they are due and are to be corrected unless you have an emergency which prohibits you from attending class, otherwise no credit will be given for the exercise. If you are absent on the day an exercise is to be corrected, it must be turned in on the day you return to class, or you will not receive any credit for the exercise.**

CLASSROOM CONDUCT:

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

WITHDRAWAL FROM CLASS: Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale. **The last day to drop this class is November 27, 2017.**

CONTRACT FORMS AND ADDENDA

SESSION	TEXT	TOPIC
1		Introductions Overview of Class Syllabus Review TREC Website Licensure Requirements
2	Ch 1 Ch 2	Contract Law Overview Laws, Rules and Regulations
3		**QUIZ ONE**
	Ch 3 Ch 4 Ch 5	Parties, Property and Money Covenants, Commitments and Notices Closing, Possession and More
4	Ch 7 Ch 9	Promulgated Addenda, Notices and Other Forms **Assign** Contract Exercise 1 (50 pts)
5		Correct and Grade Contract Exercise 1
	Ch 6 Ch 9	The Remaining Promulgated Forms **Assign** Time Limits Exercise (50 pts)
6		Correct and Grade Contract Exercise
	Ch 8	Other Real Estate Matters **Assign** Which Contract Do I Use (50 pts)
7		Correct and Grade Which Contract Do I Use **QUIZ TWO**
	Ch 9	**Assign** Contract Exercise No. 2 (50 pts)
8		Correct and Grade Contract Exercise 2
	Ch 7	True / False Quiz at page 92(not graded)
9		Open as per class needs – Review Make – UP Quizzes
10		**Final Exam**

NOTICE: All exercises must be turned in when due. If you are absent the day an exercise is assigned, you must do it and bring it with you to class to grade or you will receive 0 points for that exercise. If you are absent when an exercise is graded, you must bring it with you in completed form to the next class.
You should choose a classroom buddy to advise you of any missed materials or changes to the syllabus if you are absent.

accommodations as required to afford equal educational opportunity. It is the student's responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD: 972.881.5950) to arrange for appropriate accommodations. See the current *Collin Student Handbook* for additional information.

INSTRUCTOR

Instructor's Name: **Melissa Condensa**
Office Number: **H 119**
Office Hours: **At any mutually agreeable time**
Phone Number **469-325-1801**
Email: **mcondensa@collin.edu**

Class Information:
Section Number: **RELE 1319.XP7**
Meeting Times: **Tues & Thurs 6:00 – 10:10 pm**
Meeting Location: **H209**

Course Resources: *Essentials of Real Estate Finance, 14th ed. Sirota, Barrell, Dearborn,* ISBN:978 1 4754 2830-1. Required text available at the PRC bookstore

Supplies: Calculator with financial functions.

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:
The grading scale is based on the total points earned. You must pass the final with a minimum of 420 points to pass the course.

POINTS REQUIRED FOR GRADE				TOTAL POSSIBLE POINTS	
A	=	90% =	900-1000	Quizzes	400
B	=80%	=	800-899	Final Exam	600
C	=70%	=	700-799		
D	=60%	=	600-699	Total	1000

1000 points will be used for the base.

QUIZZES:

Four quizzes worth 100 points each will be given. **THERE WILL BE NO MAKEUP QUIZZES**. Instructors may, at their option, give a 5th quiz and allow the student to drop their lowest grade.

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written research project may receive up to a maximum of 50 points of extra credit. The project must be pre-approved by the instructor. The project must include at least three sources such as printed (may not use the class text) interview, video, internet (may not use Wikipedia), etc. for the information presented. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page, an internet citation should have the exact url. The project should consist of a narrow issue or question, the answer and where you found the answer. Broad topics such as "fair housing" "the economy's impact on real estate" will not be approved.

The project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. It must be turned in by the 9th class session, and in no event can it be turned in after the final exam. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.

CLASSROOM CONDUCT:

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The last day to withdraw from this class is February 6, 2018.

INSTRUCTOR INFORMATION

Instructor's Name: Kelly Logsdon Rush
Office Number: N/A
Office Hours: N/A – by appointment
Phone Number: 214 566 3034
Email: KLRush@collin.edu

Class Information:
Section Number: RELE 1307.XP8
Meeting Times: Fri. 5:30 pm – 10:10 pm ,
Sat. 8:00 am – 1:10 pm,
Sun. 12:30 pm – 6:10 pm
Meeting Location: PRC H 208

Course Resources: None. Class materials will be handed out in class

Supplies: Calculator

Attendance Policy: A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and **you must select a classmate** to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Method of Evaluation:
The grade will be based on points earned for the feedback papers. The student will start with a credit of 100 points and add to those points.

POINTS REQUIRED FOR GRADE		
A	=90% =	900 - 1000
B	=80% =	800 - 899
C	=70% =	700 - 799
D	=60% =	600 - 699

TOTAL POSSIBLE POINTS	
Feedback paper 1	300
Feedback paper 2	300
Feedback paper 3	300
Exercise	100
TOTAL POINTS	1000

Feedback Papers:

The course grade will be based on three (3) Feedback papers, each worth up to 300 points. The paper will consist of a brief, minimum one half page typed, synopsis for each speaker and/or field trip, articulating what you learned from each speaker and/or field trip. The first paper will cover all speakers /field trips for sessions 1, 2, and 3 and be due on the next Friday (4th session) of the second week. The second paper will cover sessions 4, 5, and 6 and be due on Friday (7th session) of the third week. The third paper will cover sessions 7 and 8 and be due on Sunday the 9th session. Late papers will be docked 50 points for each session that the paper is late. All papers must be turned in before the end of class on the last Sunday (9th session) and may not be turned in at a later date.

Classroom Conduct:
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Withdrawal from Class:
Withdrawing from class is a formal procedure which must be done by completing a drop form and delivering it to Admissions and Records within the prescribed time limit. This must be done by the student; the professor cannot do this for you or accept the drop form. If you drop the class within the time limit you will receive a W for the course, otherwise you will receive a letter grade in accord with the foregoing grading scale.
The last day to drop this class is February 6, 2018.

TENTATIVE COURSE CALENDAR

SESSION		SUBJECT
Fri	1	Syllabus Review Investment Overview
Sat	2	Introduction to Real Estate Investments Value Theory of Real Estate Real Estate Cycles
Sun	3	Advantages and Disadvantages of Real Estate Investment
		FEEDBACK PAPER NO. 1 DUE
Fri	4	Investing in Residential Properties Single Family – Duplex – Triplex – Fourplex
Sat	5	Buying Foreclosures
Sun	6	Multifamily Apartments Investing in Office Buildings Investing in Industrial Properties Investing in Strip / Shopping Centers
		FEEDBACK PAPER NO. 2 DUE
Fri	7	Yield Measurements Rate of Return Tax Consequences
Sat	8	Open - Topics as per class needs
Sun	9	**FEEDBACK PAPER NO.3 DUE**

This schedule denotes the sequence in which materials will be presented and the **approximate** sessions in which they will be presented. The instructor may modify this schedule to meet class needs. **You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or absent from class**.