

CAREER TECHNICAL EDUCATION PROGRAM TWO-YEAR REVIEW

Date: 4/09/15

College: San Bernardino Valley College

Program: Real Estate

1. Purpose of this Program

No Changes in Purpose
in the Last Two Years

☐

Minor Changes in Purpose
in the Last Two Years

☐

X

Significantly Changed Purpose
In the Last Two Years

☐☐

The SBVC Real Estate Program continued its mission to promote the discovery and application of knowledge of and about the real estate industry. This produces better agents, brokers, and a more educated and informed consumer. Since the last full efficacy review, the program's courses have become all online capable, and all real estate courses are currently being offered online. This has greatly broadened access to students who could not regularly attend a traditional class. Another positive change has been a modification to the Real Estate Certificate, where unnecessary prerequisites were removed, leading to a more attractive and attainable certificate. These changes have already significantly increased student demand for courses and interest in the program.

2. Demand for this Program

Low Demand

☐

Adequate Demand
for our Students

☐☐

X

High Demand

☐

Since the last efficacy review there has been a growing demand for this program, as evidenced by increased enrollment, waiting lists for all five Spring real estate classes, and the improving local and state real estate market. The positive impact of the program's online transition can be seen by all five Spring 2015 online sections producing extensive waiting lists, compared with two traditional courses in Fall 2014 having to be cancelled due to lack of demand. Over the next ten years, U.S. Labor Market Data indicates an increasing need for more agents and brokers, and California's demand for agents (17%) and brokers (18%) outpaces the national average. According to the California Association of Realtors (C.A.R.), there has been an 8.2% increase in year to date sales over last year in San Bernardino County. Additionally, the median home price in San Bernardino County has had a year to date increase of 8.5% over last year, as compared to 3.4% for the State. This points to a vigorous and growing demand for SBVC's Real Estate Program. C.A.R.'s March 2015 forecast indicates that the annual median price for a California home will further increase by 7.1% in 2015. Sales prices have appreciated 93% over the last 5 years in San Bernardino County. This all leads to an increase in demand for real estate education and professionals.

3. Quality of this Program

Needs Significant
Improvement

☐

Meets Student Needs

☐☐

X

Highest Quality

☐

The real estate department has met and exceeded state requirements for core indicators 1, 4, 9, and 17. The department is slightly below state average for core indicator 20. The department plans to improve this number by promoting area universities that students can articulate to. The department has a well rounded faculty including a longtime practicing attorney/broker, and broker with 25+ year's experience in mortgage finance. Department FTEF has increased from 2.00 in

both 2011/12 and 2012/2103 to 2.20 in 2013/2014.

4. External Issues

Not Consistent with
External Issues

☐

Complies with External Issues

☐

Benefits From and Contributes
to External Issues

☐

X

☐

The requirements for a broker's license changed with the passage of California Bill AB 1718. Before this, the law allowed any degree from a four year college to be used to meet the work experience requirement for a broker's license instead of the required two years full-time licensed salesperson experience. Now, the degree from a four year college must be in a course of study with a major or minor in real estate. This not only emphasizes the importance of real estate education at the college level, but should increase the demand as well. Nearby Cal State San Bernardino has a Minor in Real Estate along with a B.A. in Administration with a concentration in Real Estate.

5. Cost of this Program

Expenditures
Exceed Income

☐

Income Covers
Expenditures

☐

X

☐

Income Exceeds
Expenditures

☐

The program has become more cost efficient since the last full efficacy review. The reduction in costs is due to the retirement of the only full-time faculty member for the program, and his being replaced by adjunct faculty. The increased efficiency can also be seen by the improving FTEF.

6. Two-Year Plan

Need Significant Changes
And/or Increased Resources
to Continue

☐

On Track for
Next Two Years

☐☐

X

Significant Growth
Anticipated

☐

Since the last full efficacy review, the program has undergone significant changes/improvements. The courses are all being offered online, and the Real Estate Certificate has been modified to reduce unnecessary units that should result in an increase in demand for the certificate and the program. All five Spring 2015 online sections produced waiting lists, compared with two traditional courses in Fall 2014 having to be cancelled due to lack of demand. The local and state real estate market has also improved, and U.S. Labor Market Data projects an increased demand for both real estate brokers and salespersons. Additionally, another nearby college stopped offering real estate classes (Chaffey College), and another (Riverside Community College) has significantly reduced their real estate course offerings. To take advantage of this, the real estate department should offer a sixth section and consider adding a full-time instructor to replace the retired one and meet increasing student demand. The department is in the process of reviewing the Escrow Certificate, and consolidating their escrow course offerings.

Signatures:

Administrator

Date

Faculty

Date

Advisory Committee Member

Date