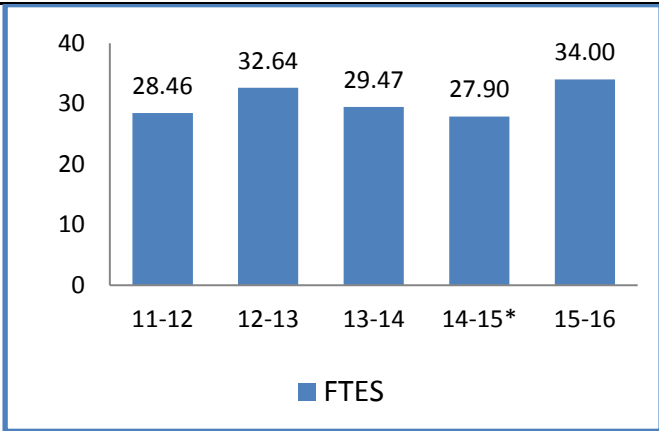
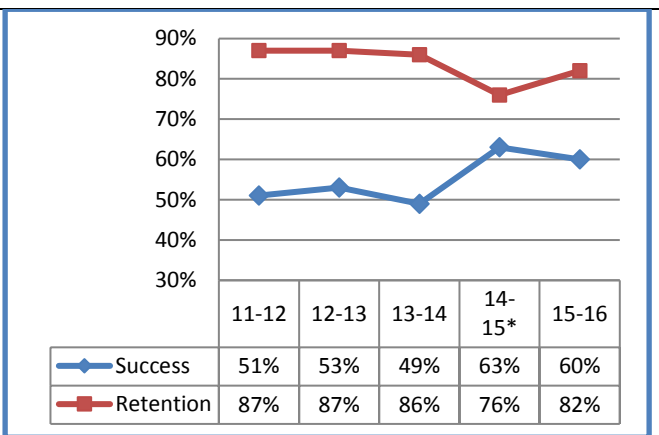


## REAL ESTATE & ESCROW — 2015-2016



	10-11	11-12	12-13	13-14	14-15	15-16
Duplicated Enrollment	494	286	327	297	179	340
FTEF	2.80	2.00	2.00	2.20	1.60	4.20
WSCH per FTEF	517	427	490	402	523	243



	10-11	11-12	12-13	13-14	14-15*	15-16
Sections	16	10	10	11	8	12
% of online enrollment	56%	80%	80%	73%	100%	92%
Degrees awarded*	2	2	3	2	1	2
Certificates awarded*	5	5	4	4	1	0

TOP Code: 0511XX  
 Award Source:  
[https://informer.sbccd.cc.ca.us:1443/DashboardViewer.html?locale=en\\_US&embedToken=b8b5d08a-a99a-4da2-8c50-3dcb64bf48e](https://informer.sbccd.cc.ca.us:1443/DashboardViewer.html?locale=en_US&embedToken=b8b5d08a-a99a-4da2-8c50-3dcb64bf48e)

**Description:**

People study Real Estate (RE) at SBVC's 50+ year-old program for a wide range of reasons. Some attend SBVC to become Real Estate agents, Real Estate brokers, informed customers, investors, or to find employment in Real Estate related fields. Others attend to receive a Real Estate Certificate from the SBVC Certificate Program or an AA Real Estate Degree (which requires a total of 60 units, including general education). There are also those who study Real Estate at SBVC in order to transfer to a CSU to earn an advanced degree as a Business Major/RE Minor.

**Assessment:**

- FTEs are on the rise by 22% (27.90 to 34) – this is largely due to the adjustments made in offering the courses 100% online. Courses are now offered 100% online and are now showing higher enrollment numbers per class than in the past.
- REALST 100 classes now have wait lists.
- FTEF has increased from 1.60 in 2014/2015 to 4.20 in 2015/16, largely to the 50% increase in our course offerings from 8 courses to 12 courses.
- Success rates have dipped slightly – believed to be a result of the online offerings.
- The number of degrees/certificates has remained constant, but one would anticipate an increase in the coming academic year as a result of higher enrollments and reduction in requirements for state licensing.

**Department Goals:**

- Have a clear pathway for students to receive an AA degree and/or certificate in a timely fashion.
- Make adjustments to certificates and/or degrees to meet the changes in the REALST offerings.
- Have RE courses not yet approved for online education, be approved, which will provide greater access for students.
- Increase the number of RE courses that are transferable to CSUs.

**Challenges & Opportunities:**

With the most recent upturn in the economy, we are seeing an increase in the opportunities in the Real Estate industry. Many people are either coming back to the Real Estate industry and are in need of re-certifications, or are looking to capitalize financially, and are looking to get their Real Estate license. The change in the Real Estate license requirements has forced us to re-examine our offerings, the manner in which we offer them, and the content of our offerings. This is difficult to accomplish as a result of having no full-time instructor applied to the discipline – only part-time adjuncts are employed at this point in time. The full-time instructor retired in Spring of 2014.

**Action Plan:**

- Continue to implement and adjust curriculum offerings recommended by advisory committee and industry needs.
- Expand online offerings to assure growth and proper connection with the community.
- Develop and implement SLO assessment at the program level.
- Continue to reassess course level SLO's.
- Seek to secure additional resources to fund full-time faculty and professional experts through the Strong Workforce initiatives to re-vamp curriculum and create work experience and internship opportunities.