Program Review Final Report

for

Real Estate Technology

Submitted to

Dr. Amanda Lee, Vice President of Instruction

by

Program Review Committee Chair:
Pat Hogan, Dean of Vocational/Technical Education

Program Review Team:
Laurel Pettys, Real Estate Lead Instructor
Melissa Watson, Department Chair Business Technologies
Kim Lawing, Vice President of Institutional Effectiveness
Matthew Thomas, Career and Job Placement Specialist
Patrick Pittman, Director of Career and Testing
Shawn Russell, Department Chair Engineering
Patsy Lackey, Administrative Assistant to the VP of Institutional Effectiveness

Signatures:
Lead Instructor:  

[Signature]

Department Chair:  

[Signature]

Instructional Dean:  

[Signature]
Program Review Final Report  
Real Estate  
Wednesday, April 4, 2012, 11:00 a.m.

I. List of Team Members

Laurel Pettys, Real Estate Lead Instructor  
Melissa Watson, Department Chair Business Technologies  
Shawn Russell, Department Chair Engineering Technology  
Pat Hogan, Dean Vocational/Technical Education  
Kim Lawing, Vice President of Institutional Effectiveness  
Patrick Pittman, Director Career and Testing Services  
Matthew Thomas, Career and Job Placement Specialist  
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II. Analysis of Results:

A. Strengths  

Lead instructor is an asset to the program. She stays current with the changes/updates from the Real Estate Commission, trends in the market, changes to the licensure exam and attends professional development activities to keep license current. She has received many awards for her professionalism.

The program is accredited by the North Carolina Real Estate Commission. The accreditation is reviewed every two years and was last reviewed in January 2012.

The program curriculum was revised in 2012 and is in accordance with the North Carolina Community College Standards and the North Carolina Real Estate Commission. The revisions are currently being implemented.

The pass rate for CFCC Real Estate students on the N.C. Real Estate Licensure Examination for 2010-2011 was 100%.

The Advisory Committee is active with good attendance and participation. Committee members are very supportive of the program.

An optional real estate mathematics (RLS 113) class was added to the curriculum to help students with the math portion of the licensure exam. Many students are taking advantage of this course.

100% of current students indicated they are satisfied with their program of study and the instruction they receive in their major courses.
100% of students surveyed that passed the licensure examination indicate they are employed and/or continuing their education.

B. Weaknesses

Enrollment has dropped in the program due to economic conditions.

The program has a low graduation rate. Students take courses needed to sit for the licensure exam but do not take other courses in the curriculum.

Post-licensing courses are limited due to having only 1 faculty member, but current enrollment will not support additional faculty at this time.

C. Opportunities

As the economy improves and the real estate market picks up enrollment in the program should rebound.

Increase program advertising to improve visibility of program availability.

The textbook is being updated to reflect Real Estate Commissions changes and will be available fall semester 2012.

The program purpose in the CFCC Catalog should be updated to reflect the changes mandated by the North Carolina Real Estate Commission.

The licensure exam has been revised and the faculty has the challenge of making sure students are prepared for the newly revised exam which became effective on March 1, 2012. This provides another opportunity to be a leader in the real estate education arena by ensuring continued higher pass rates on state boards by CFCC students.

Wilmington has several commercial real estate schools which could take prospective students from CFCC. CFCC’s pass rate on the licensure exam exceeds any of the commercial schools and should help entice prospective students to attend CFCC’s program.

Threats

Sluggish housing market contributes to decline in program enrollment.

Concern was expressed by faculty about the amount of content that must be taught in 75-80 hours for a 5 credit hour course.

III. Committee Recommendations
The team recommended that the college:

**#2. Continue program with recommendations.**

Offer one evening section of RLS 112 and 113 to better serve professionals in the service area.

Offer one section a post-licensing course each semester: RLS 121-Fall, RLS 122-Spring and RLS 123-Summer

Work with Public Information Officer regarding increasing advertising for the program.

Submit mandated program revisions to the Curriculum Committee so that updates can be made in the next issue of the *CFCC Catalog*.

Review the curriculum design to see if it should be revised in order to increase the graduation rate. It was noted a similar problem exists in programs like Cosmetology where student are able to sit for State Board Exams prior to completing the program of study.

Review again in 2012-2013 to monitor program enrollment.

***Commendation***

Faculty is commended for her commitment to professional development, continuous program improvement and emphasis on appropriate student learning outcomes, which have cumulatively resulted in students’ high performance on state board exams and student satisfaction. Also, she is commended for her professionalism and for the positive relationships she maintains with professionals in the community.