

1. Assessment Plan - Four Column



PIE - Business: Real Estate Unit

Narrative Reporting Year

2018-19

Contact Person: Edwin Estes

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Program Planning Dialog: Establishing a base line in Spring 2018 for all Real Estate Program Goals.

External Conditions, Trends, or Impacts: Although the real estate market has improved to pre-recession levels, the numbers of those entering the field has not and may never return to levels seen in 2006. Student success tracking will depend on cooperation of the Bureau (soon to be Department) of Real Estate.

Internal Conditions, Trends, or Impacts : Real Estate Coordinator position was reduced from 6 annual LHE to 4 annual LHE, this will impact the implementation of all program goals.

Notable Achievements for Theme A: To Advance Academic Excellence and Student Achievement: Edwin Estes' accomplishments include, but are not limited to, the following: served as the coordinator of the Real Estate Program; attended the California Community Colleges Real Estate Educators' Conference; attended the California Association of REALTORS Annual Conference; attended two of the California Association of REALTORS Legal Forums; organized and chaired the Tri Counties Association of REALTORS Legal Forum (Feb. 15); organized and chaired the REvive Legal Forum; attended multiple professional development sessions concerning Canvas; and completed all required continuing legal education to maintain an active license with the California State Bar. Additionally, Ed continued to serve on the Distance Learning Committee. Ed Estes attended continuing legal education as necessary to maintain his California license to practice law and remain in good standing the the State Bar of California. Further, he attended and presented continuing legal education as necessary to maintain his California real estate broker's license.

Contributors to the Report: Edwin Estes

<i>Unit Goals</i>	<i>Resources Needed</i>	<i>Where We Make an Impact: Closing the Loop on Goals and Plans</i>
Online Real Estate Program - Develop an online real estate sales pre-license program Status: Active Goal Year(s): 2018-19 Date Goal Entered (Optional): 04/12/2018	Report directly on Goal	Reporting Year: 2018-19 % Completed: 100 Online program up and running. (11/05/2018) <hr/> Reporting Year: 2017-18 % Completed: 75 BUSR 52 has been approved by DLC to be offered as an online class, Coupled with the current online BUSR 50 and either BUSA 11 or BUSL 18, students will be eligible to receive the Real Estate Sales Certificate online and eligible to take the Real Estate Sales Exam. (04/12/2018)

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Report directly on Goal

Real Estate Program Student Success

- To measure and increase the California Real Estate State Exam passage rate for Mt. SAC real estate students

Status: Active

Goal Year(s): 2018-19

Date Goal Entered (Optional):
05/14/2018

Real Estate Program Attendees -

Increase the number of real estate students in the program

Status: Active

Goal Year(s): 2018-19

Date Goal Entered (Optional):
04/12/2018