

Program Review 2021-2022

Real Estate

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General Information (Program Review 2021-2022)

2021/22 Program Review

2021/22 PROGRAM REVIEW FORM

Form: 2021/2022 Program Review (See appendix)

File Attachments:

1. **Attachment A - Course Success Rates by Term from IS2019 to SP2021.pdf** (See appendix)
2. **Attachment B - African American Success Rates.pdf** (See appendix)
3. **Attachment C - White Students Success Rates.pdf** (See appendix)
4. **Attachment D - Latinx Students Success Rates.pdf** (See appendix)
5. **Attachment E - Asian Students Success Rates.pdf** (See appendix)
6. **Attachment F - Spring 2020 Success Rates F2F.pdf** (See appendix)
7. **Attachment G - Spring 2019 Success Rates F2F.pdf** (See appendix)

Reference Section

MESA2030 COMPREHENSIVE MASTER PLAN

ROADMAP TO MESA2030: STRATEGIC PLAN 2021-2026

MESA DATA DASHBOARDS

Requests Forms

REQUEST PORTAL

Appendix

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- A. **2021/2022 Program Review** (Form)
 - B. **Attachment A - Course Success Rates by Term from IS2019 to SP2021.pdf** (Adobe Acrobat Document)
 - C. **Attachment B - African American Success Rates.pdf** (Adobe Acrobat Document)
 - D. **Attachment C - White Students Success Rates.pdf** (Adobe Acrobat Document)
 - E. **Attachment D - Latinx Students Success Rates.pdf** (Adobe Acrobat Document)
 - F. **Attachment E - Asian Students Success Rates.pdf** (Adobe Acrobat Document)
 - G. **Attachment F - Spring 2020 Success Rates F2F.pdf** (Adobe Acrobat Document)
 - H. **Attachment G - Spring 2019 Success Rates F2F.pdf** (Adobe Acrobat Document)
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Form: "2021/2022 Program Review"

Created with : Taskstream

Participating Area: Real Estate

2021/2022 Program Review

(REQUIRED) Name of Lead Writer and Manager/Service Area Supervisor

Lead Writer: Eduardo Landeros

Manager/Service Area Supervisor: Monica Romero

(REQUIRED) In what ways (if any) did changes to an online/remote modality due to COVID-19 impact student success and equity in your area/program? Please provide evidence.

Based on data extracted from San Diego Mesa College's Course Outcomes Dashboard, we can see that success rates did not change much in the last 2 years (see Attachment A). Because of the Pandemic, many college courses were transferred to an online modality. However, the vast majority of Real Estate courses had already been offered exclusively online for the past few years so the Pandemic did not affect enrollment or success rates by much. We can see that in Fall 2019, 433 students enrolled in various Real Estate courses but only 38 (8.77%) chose to enroll in Face to Face courses on campus. The data also shows that in Fall 2019, 71% of Face to Face students successfully completed the course and about 68% of students successfully completed their online courses; a 3% difference that, in my opinion, can be considered minimal and non-material. In the Spring of 2020, 365 students enrolled in various Real Estate courses but only 36 (9.86%) chose to enroll in Face to Face courses on campus. In Fall 2020, we see that 318 students enrolled in Real Estate online courses with a 67% success ratio and in Spring 2021, 369 students enrolled with the same 67% success ratio. Although enrollment has gradually declined in the past few years, from Fall 2019 and Fall 2020 we experienced a 20% decline, we can see that in Spring 2021 we increased enrollment by 12% compared to Spring 2020. In my opinion, these fluctuations can be attributed to the volatility of the Real Estate market, the industry's seasonality and the uncertainty of the market when the Pandemic hit our Economy.

In regards to equity gaps, I extracted course success rates for African American students from Spring 2018 to Spring 2021 and was able to identify a much lower success rate compared to other students (see Attachments B-E). On average, African American students have a 49% success rate compared to 72% for white students, 63% for Latinx students and 77% for Asian students. From Fall 2019 to Fall 2020, there was a significant drop in success rates, from 73% to 52%, for African American students so this can potentially be attributed to the Pandemic as many African American students lost their jobs and had to drop out of school.

(REQUIRED) What practices has your area/program implemented since the last program review cycle that you would like to improve/continue? Identify impacts on student success and equity.

In our last Program Review in 2019/2020, we identified goals that the department was interested in achieving:

1. Broaden and enhance career exploration and planning by offering new real estate courses such as Mortgage Loan Brokering and Lending (3.00 units) and Alternative Careers in Real Estate (1.00 unit) to allow students to explore divergent opportunities to widen student perspectives of the industry.
2. Develop work-based real estate internship program.
3. Provide professional development opportunities for CTE adjunct faculty to maintain industry and program relevance and provide registration fees and travel reimbursement up to \$2,000 per adjunct per academic year.

Unfortunately, because of COVID-19, many of our plans had to be put on hold. However, we were able to organize a Real Estate committee meeting in February of 2021 where we discussed the creation of new courses and the most effective marketing techniques to be able to grow the program. The committee members who were virtually present discussed the need to have more courses and voted in favor of developing a new course: Real Estate Investments. The committee felt it would be beneficial to existing Real Estate students. Prof. Lee Steidel stated that she would begin the process to get this class approved by the Chancellor's office and explore the possibility for this course to be approved as an elective course as part of the course requirements to obtain a Real Estate Agent or Broker's License through the California Department of Real Estate. The process to get a new course approved will probably take a long time, but Prof. Lee agreed to start the process. In regards to professional development opportunities, in 2021 we reached out to all Real Estate faculty at San Diego Mesa College to inform them that our Department/School has traveling/conferences funds which can be used to attend Real Estate conferences. However, because of COVID-19, many of the industry events were cancelled in late 2020 and 2021. We plan to continue promoting this now that a lot of events have opened up again.

(REQUIRED) What practices has your area/program implemented since the last program review cycle that you would like to change/discontinue? Identify impacts on student success and equity.

Because of COVID-19, we will not offer any face to face classes in Real Estate for the next year or two. As mentioned before, less than 10% of our students who enroll in Real Estate classes prefer to enroll in a Face to Face modality. In addition, based on the data that I reviewed, this decision should not impact students' success rates at all. We are currently planning to have another Real Estate Committee meeting in early 2022, and one of the items we will discuss is the need to offer face to face classes. Most likely, the committee members will agree that offering all of our Real Estate courses 100% online will work for the time being. We will also discuss work-based real estate internship opportunities for our students and determine whether or not we want to pursue this moving forward taking into consideration COVID-19 restrictions.

(REQUIRED) What college-wide practices implemented since the last program review cycle have affected your area/program positively or negatively? Identify impacts on student success and equity.

When the district, for health reasons and to minimize COVID-19 exposure for students and staff, decided to close down all campuses, our Real Estate courses were not impacted since more than 90% of our classes were being offered online at the time. In further analysis, we compared Spring 2020 to Spring 2019 to see if there was a difference in success rates in our Face to Face classes. In Spring 2020 when closures were being enforced at the District and campus level, we were offering one Real Estate course (REAL 120 - Real Estate Practice) in a Face to Face modality with enrollment of 38 students from which 28 completed the course successfully; this represents a 78% success rate. On the other hand, if we compare to Spring 2019 where we offered the same class plus also a second class, REAL 101 - Principles of Real Estate, with similar enrollment numbers we can see that

during that time we experienced a 72% average success rate (see attachments F-G). Based on this data, we can conclude that the college decision to close down did not affect our Face to Face course statistics/success rates.

Course Success Rate by Term

1. Select Metric
Course Success Rate

2. Select Time by
Term

Select Term(s)
Multiple values

Select School(s)
Bus/Tech

Select Program(s)
REAL

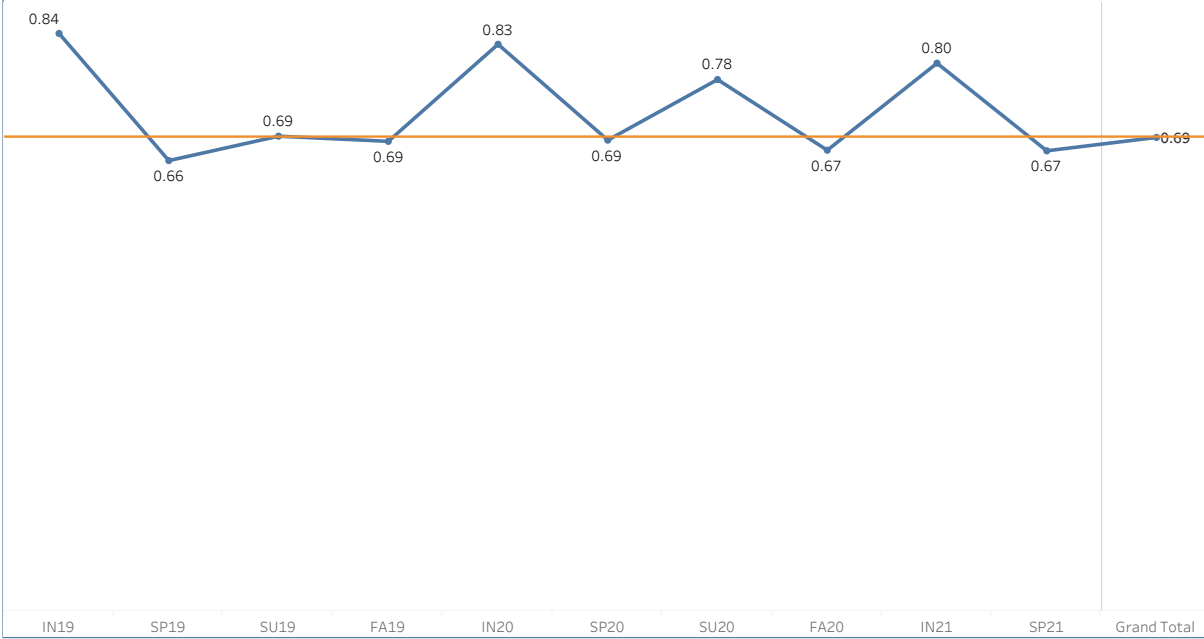
Select Course(s)
All

Select CTE Status
All

Select Modality
All

Schools: Bus/Tech, Programs: REAL, Courses: All, Modalities: All, CTE Status: All

Filters Selected: Ethnicity: All Gender: All, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All



Orange Reference Line: Filtered group overall outcome metric across all terms displayed (adjusts with each selected filter).



Age Group

All

DSPS Status

All

EOPS Status

All

Enroll Status

All

Ethnicity

All

First Gen Status

All

Gender

All

HS Program Status

All

Military Status

All

Student Journey

All

Include EW Grades

All

Course Success Rate by Term

1. Select Metric
Course Success Rate

2. Select Time by
Term

Select Term(s)
Multiple values

Select School(s)
Bus/Tech

Select Program(s)
REAL

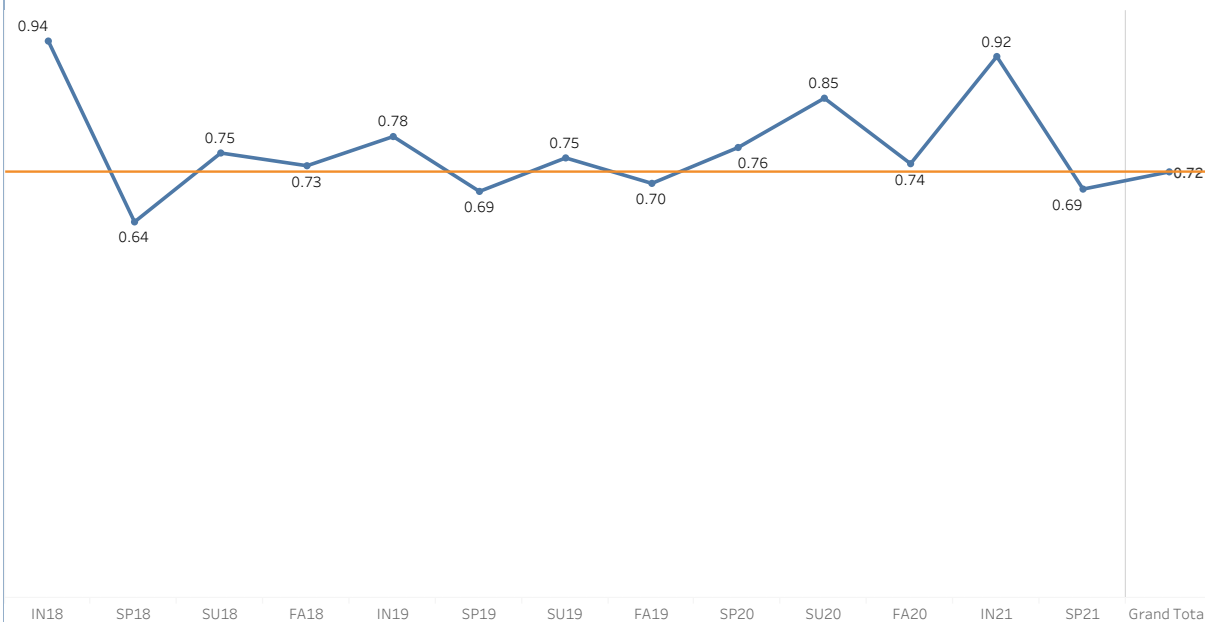
Select Course(s)
All

Select CTE Status
All

Select Modality
All

Schools: Bus/Tech, Programs: REAL, Courses: All, Modalities: All, CTE Status: All

Filters Selected: Ethnicity: **White** Gender: **All**, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All



Orange Reference Line: Filtered group overall outcome metric across all terms displayed (adjusts with each selected filter).



Age Group

All

DSPS Status

All

EOPS Status

All

Enroll Status

All

Ethnicity

White

First Gen Status

All

Gender

All

HS Program Status

All

Military Status

All

Student Journey

All

Include EW Grades

All

Course Success Rate by Term

1. Select Metric
Course Success Rate

2. Select Time by
Term

Select Term(s)
Multiple values

Select School(s)
Bus/Tech

Select Program(s)
REAL

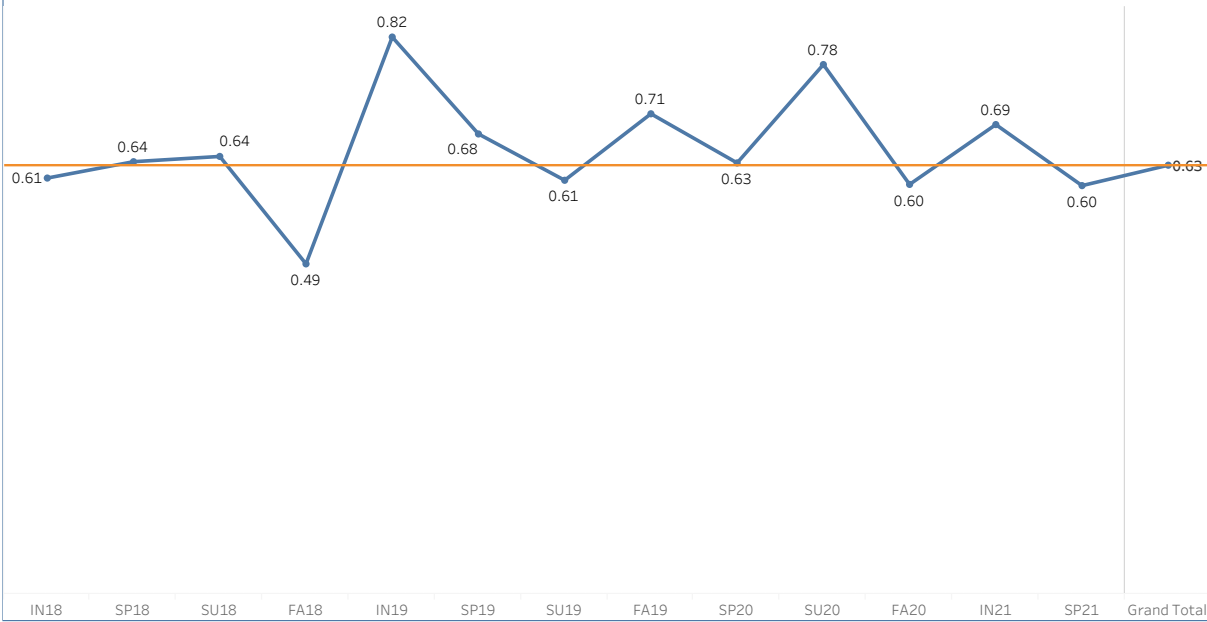
Select Course(s)
All

Select CTE Status
All

Select Modality
All

Schools: Bus/Tech, Programs: REAL, Courses: All, Modalities: All, CTE Status: All

Filters Selected: Ethnicity: **Latinx** Gender: **All**, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All



Orange Reference Line: Filtered group overall outcome metric across all terms displayed (adjusts with each selected filter).



Age Group

All

DSPS Status

All

EOPS Status

All

Enroll Status

All

Ethnicity

Latinx

First Gen Status

All

Gender

All

HS Program Status

All

Military Status

All

Student Journey

All

Include EW Grades

All

Course Success Rate by Term

1. Select Metric
Course Success Rate

2. Select Time by
Term

Select Term(s)
Multiple values

Select School(s)
Bus/Tech

Select Program(s)
REAL

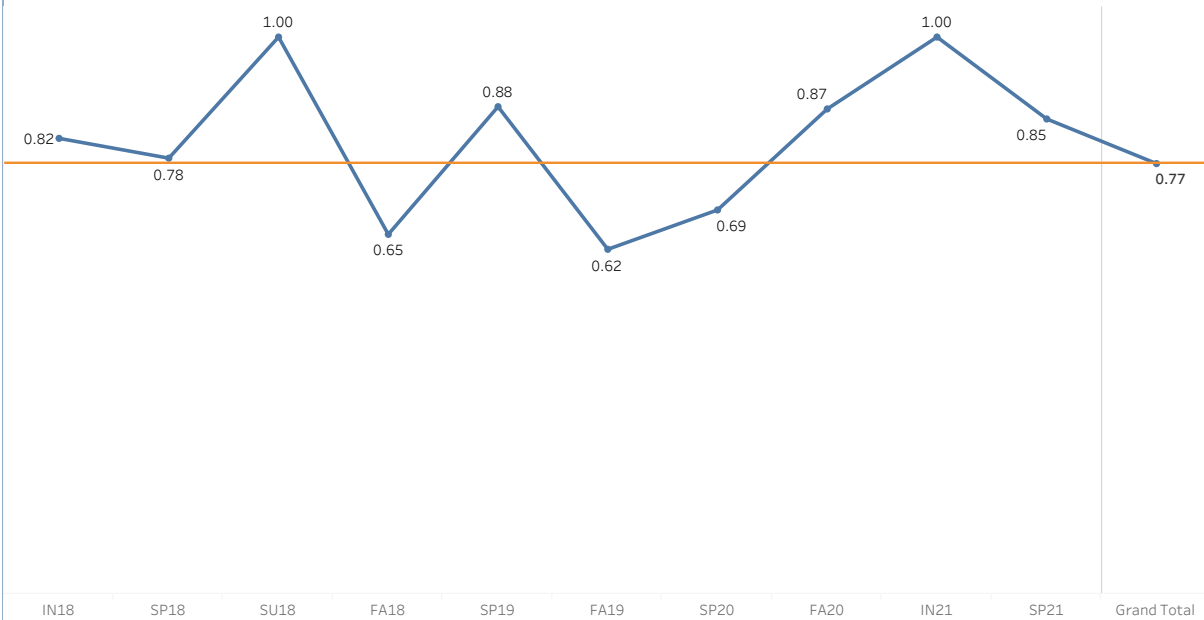
Select Course(s)
All

Select CTE Status
All

Select Modality
All

Schools: Bus/Tech, Programs: REAL, Courses: All, Modalities: All, CTE Status: All

Filters Selected: Ethnicity: **Asian** Gender: All, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All



Orange Reference Line: Filtered group overall outcome metric across all terms displayed (adjusts with each selected filter).



Age Group
All

DSPS Status
All

EOPS Status
All

Enroll Status
All

Ethnicity
Asian

First Gen Status
All

Gender
All

HS Program Status
All

Military Status
All

Student Journey
All

Include EW Grades
All

Course Success Rate By Course Only

1. Select Metric
Course Success Rate

2. Select Slicer
By Course Only

Select Term(s)
SP20

Select School(s)
Bus/Tech

Select Program(s)
REAL

Select Course(s)
All

Select CTE Status
All

Select Modality
Face-to-Face

Schools: Bus/Tech, Programs: REAL, Courses: REAL120, Modalities: Face-to-Face, CTE Status: All

Filters Selected: Ethnicity: All Gender: All, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All

	Course		Grand Total
Grand Total		0.78	0.78
REAL120		0.78	0.78

Age Group
All

Dsps
All

Enroll Status
All

Eops
All

Ethnicity
All

First Gen Status
All

Gender
All

HS Program Status
All

Military Status
All

Student Journey
All

Include EW Grades
All

Orange Reference Line: Filtered group overall outcome metric (adjusts with each selected filter)



Course Success Rate By Course Only

1. Select Metric
Course Success Rate

2. Select Slicer
By Course Only

Select Term(s)
SP19

Select School(s)
Bus/Tech

Select Program(s)
REAL

Select Course(s)
All

Select CTE Status
All

Select Modality
Face-to-Face

Schools: Bus/Tech, Programs: REAL, Courses: All, Modalities: Face-to-Face, CTE Status: All

Filters Selected: Ethnicity: All Gender: All, Age Group: All, First Gen Status: All, DSPS Status: All, EOPS Status: All, Military Status: All, Student Journey: All, Enrollment Status: All

	Course		Grand Total
Grand Total		0.72	0.72
REAL101		0.71	0.71
REAL120		0.74	0.74

Age Group
All

Dsps
All

Enroll Status
All

Eops
All

Ethnicity
All

First Gen Status
All

Gender
All

HS Program Status
All

Military Status
All

Student Journey
All

Include EW Grades
All

Orange Reference Line: Filtered group overall outcome metric (adjusts with each selected filter)

