

PROFESSOR OF REAL ESTATE

IOR PROPOSAL
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REAL ESTATE: THE STORY

- MJC's Real Estate (RLES) program prepares students for multiple careers in the high-demand Real Estate field.
 - Staffed by 0 full-time and 4 part-time faculty (2021-22)
 - 0% full to part-time faculty ratio vs. 37% MJC avg.
 - CTE Program offering 3 awards and 6 course titles
 - AS: Real Estate
 - Certificate of Achievement: Real Estate Broker
 - Skills Recognition Award: Real Estate Salesperson
 - Curriculum, assessments, program review up-to-date
 - Class sizes consistently exceed, and help to improve, the college class size average
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REAL ESTATE: ACCESS, MAJORS & COMPLETIONS

- Access & Productivity (*Spring 2022, Census, End Week 3*)
 - FTES = 41.42
 - Sections = 12
 - Students Enrolled = 442
 - Students per Section = 38.6 (vs. 26.4 MJC average)
 - FTEF = 2.40
 - FTES/FTEF = 16.75 (vs. 12.78 MJC average)
 - Majors & Completions
 - 405 RLES majors (2021-22; up 39% from 2020-21)
 - 115 RLES awards conferred (2 years, 2020-2022)
 - 242 RLES awards conferred (5 years, 2015-2020)
 - All awards include 9+ or 16+ CTE units
 - Additional 9+ CTE completions recognized by state
 - Strongest Real Estate program in Central Valley
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REAL ESTATE: EQUITY, SUCCESS, RETENTION

- LaunchBoard (2018 – 2019)
 - 85% of MJC Real Estate students are economically disadvantaged; 71% employed; 69% earned a living wage
- PRIIE Data Sheets

	2020 – 2021		2021 – 2022	
	RLES	MJC	RLES	MJC
Retention Rate (%)				
- African-American	72.97	66.89	87.50	74.14
- Hispanic	75.00	74.42	77.16	79.55
- White	79.53	80.47	82.53	83.09
Success Rate (%)				
- African-American	45.95	55.57	43.75	54.12
- Hispanic	66.57	63.94	56.76	61.67
- White	72.56	72.77	69.89	70.22



REAL ESTATE: IOR CONSIDERATIONS

- Position will supplant a full load of courses currently taught entirely by part-time faculty
 - Strong enrollments and demand per course, resulting in an increase in the average class size of the school
 - Fall 2020 – Fall 2022 (5 semesters):
 - Waiting lists averaged 22.6 students per course
 - Class size at census ranged from 32-38 students per course
 - RLES majors grew by 39% to 405 (2020-22)
 - Full-time faculty needed to attend to unmet demand, serve unique student population, promote equity, reduce disproportionate impact
 - Prepare students for the Gig economy and gainful employment
 - As a CTE position, RE aligns with EMP and Stanislaus 2030 priorities, contributes to key SCFF success metrics, and would support the Six Success Factors associated with the adoption of the School of Business & Computing
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WHY A REAL ESTATE HIRE?

- Productive area with strong enrollments and demand
 - Helps to increase average class size of college
- Currently operating with ZERO full-time faculty
 - ALL part-time RLES faculty are at max load every semester
 - Low part-time faculty availability in Real Estate
- Increase student access, success, and retention; improve equity and meet the needs of underserved students; and attend to unmet demand for classes
- A dedicated full-time faculty would be able to grow and market the program, develop internships, create a RE Advisory group, represent MJC at state and national RE conferences, recruit new students, and increase award completion rates
- RLES trains students for a variety of livable-wage Real Estate jobs within the local community and Central Valley region