



Real Estate CPR



Meet Our Team

Allan Nuttall

Real Estate Instructor

Soledad McCarthy

Real Estate Coordinator

Dean Michael Kane

Dean of BEPP



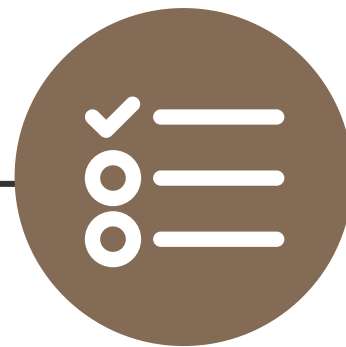
Real Estate Courses



R.E. 100

Real Estate Principles

Introduction to Real Estate
Personal Property, Joint
Tenancies, Partnerships. Basics
in financing Real Estate
practices



R.E. 110

Real Estate Practice

Practical application of Real
Estate skills in the field and
office environments



R.E. 130

CA Mortgage Loan
Brokering & Lending

Focuses on the entire loan
process



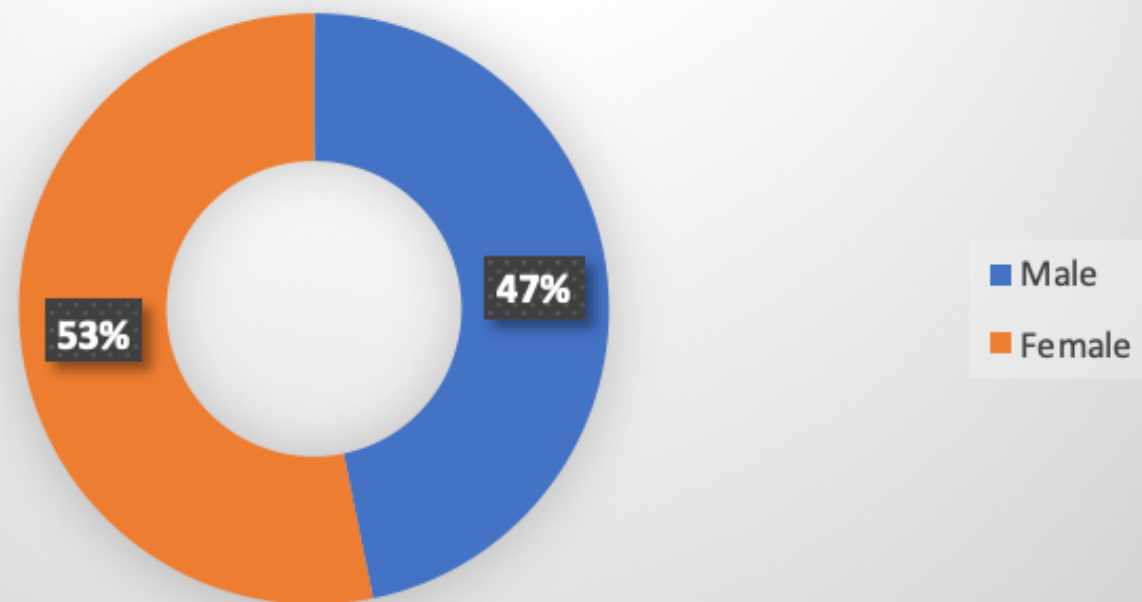
R.E. 131

Real Estate Finance I

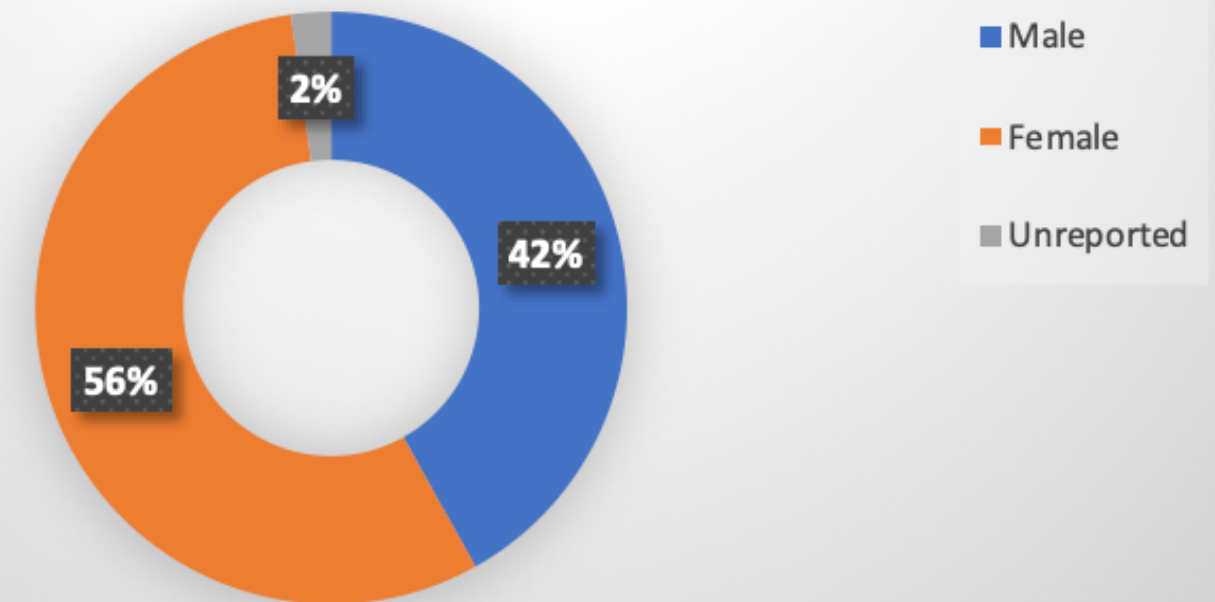
Practices, customs and laws
relating to mortgage lending
and the financing of Real Estate

Who Are Our Students?

20-21 R.E.By Gender



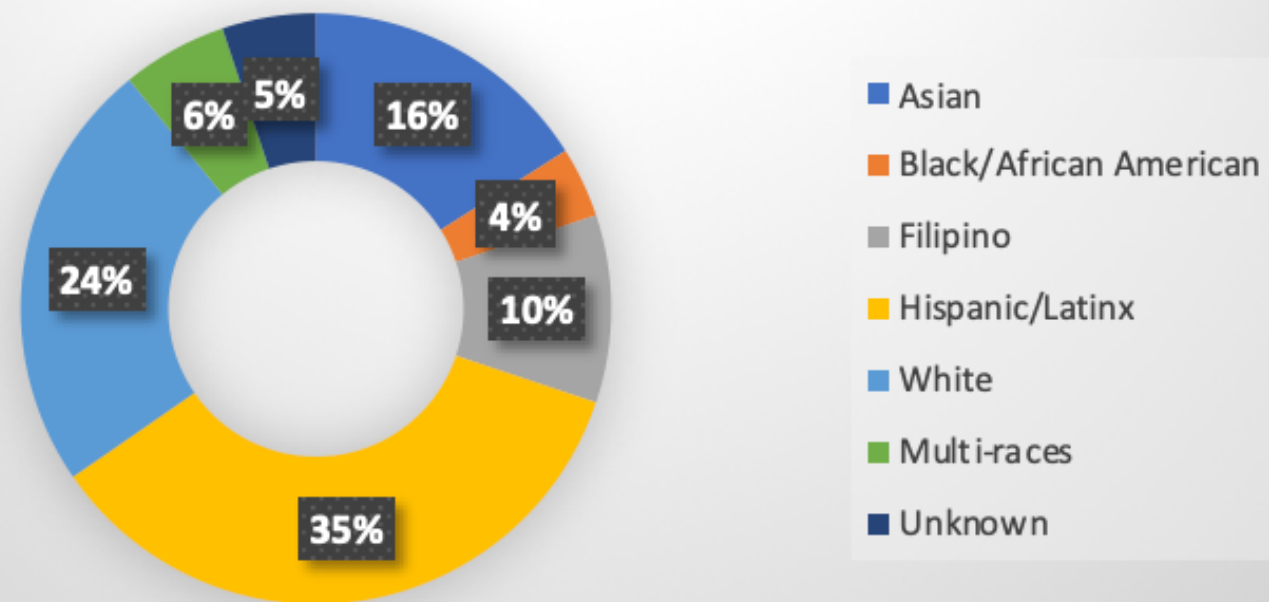
20-21 Skyline By Gender



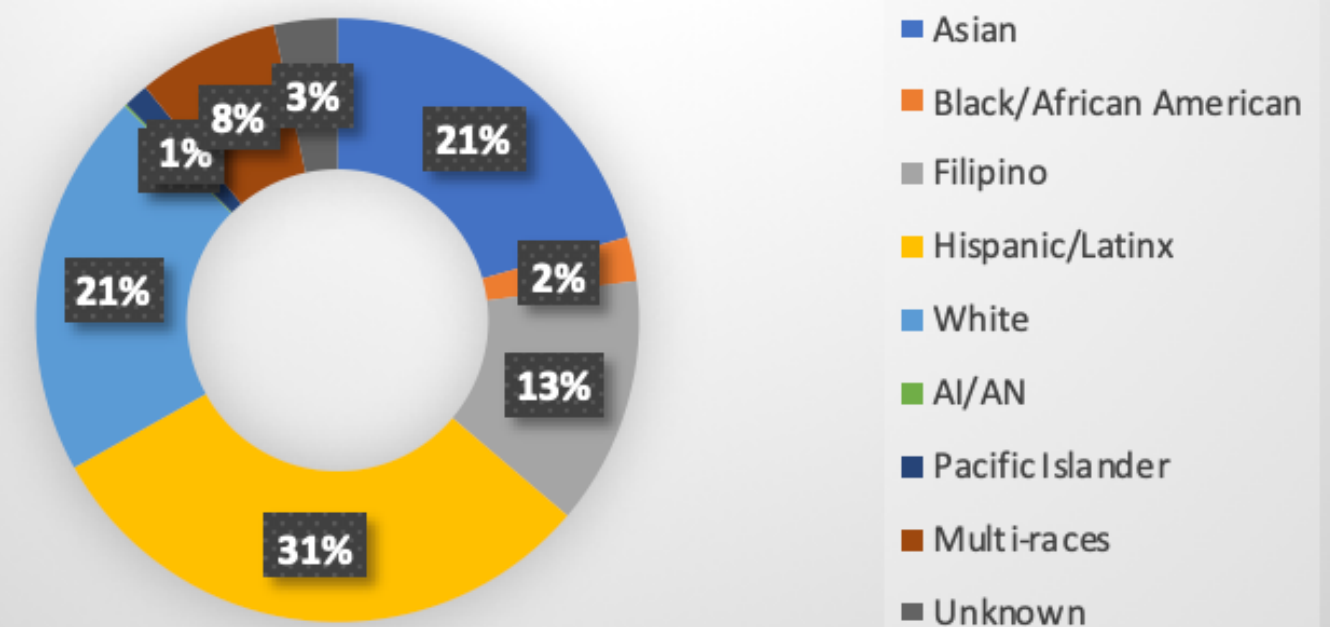
Both Skyline College and the Real Estate Department have a higher percentage of females than males

Who Are Our Students?

20-21 R.E. By Ethnicity

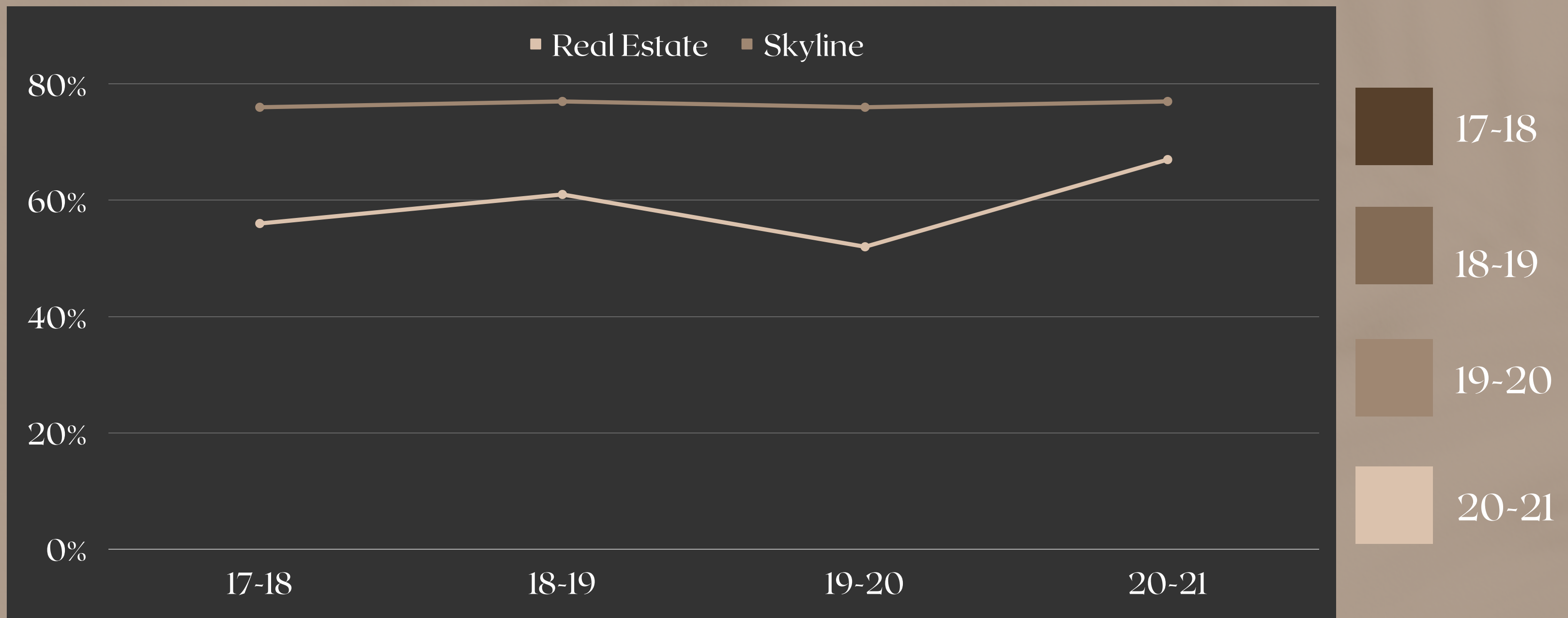


20-21 Skyline By Ethnicity

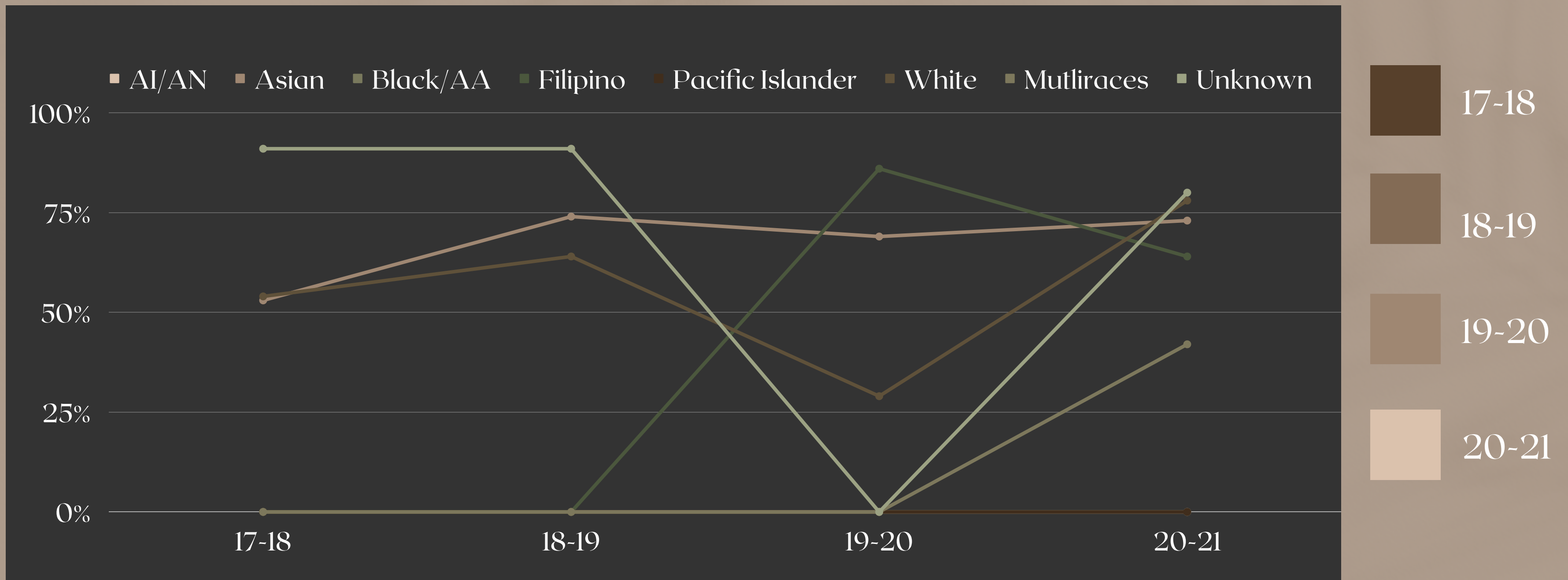


The Real Estate Courses are higher for our Black/African-American and Latinx Communities than The College

Student Success Rates



Student Success Rates by Race/Ethnicity





Why are Students Taking Classes?

Our Student typically fall into 3 categories:

62% -Preparing for Real Estate License

37 %-Interested in Purchasing Property

-Purchased Property and Want to Understand What Happened



Real Estate Achievements

Active Industry Practitioner as Instructor
With Over 28 Years of Real Estate Experience

All Courses Fully Online and in
Person

Instructor Quickly Adapted to
Teaching During COVID



Real Estate Challenges

- CPR
 - Real Estate is a group of courses
- Student Enrollment
- COVID





Department Goals

- To move to a 100% ZTC Department
- Increase in Marketing

The Department Made
Scheduling Changes in
Response to Student Needs

Spring: All Courses in
Person

Fall: All Courses Online

Changes We Made



Contributors

Soledad McCarthy



Grace Beltran



Michael Kane