**COMPTON COLLEGE**

**Real Estate Department Advisory Committee**

**Minutes Date: July 29, 2022**

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| John Yeressian – Real Estate Faculty | Imran Khan – Berkshire Hathaway Home Services Gardena |
| Vince DeLuca – Real Estate Adjunct Faculty ECC | Andy Smith – Home Inspector |
| Derf Fredricks – Real Estate Adjunct Faculty ECC | Donna Landon– Keller Williams South Bay |
| Matt Hadnett – SB Equity Lending Loan Officer | Rady Math – Keller Williams (ECC RE Alumni) |
| Johan Cisneros – Pacific Properties Group | Rodrigo Naders – Property Manager (Compton RE Alumni) |
| Jack Pharris – Real Estate Adjunct Faculty ECC |  |
| Danny Fredricks – TRG Realty |  |

**Other Attendees:** None

The meeting was held at the South Bay Association of Realtors office on Friday July 29, 2022 1:30PM.

1. The committee discussed and proposed the addition of 8 new real estate certificates.
   * 1. **Real Estate Salesperson**. The committee reviewed the current real estate program certificate available in our program and recommended reducing the units required to obtain a real estate salesperson certificate. Currently the certificate required a total of 24-25 units for completion. However, the California Department of Real Estate only requires 3 college level real estate courses in order to be eligible for the state license exam. Most students only complete the 3 required courses and do not find a need to complete the certificate program. The committee recommended to create a low-level 9-unit real estate salesperson certificate. The committee identified the following positions that a student can be eligible to obtain upon completion; real estate assistant, real estate salesperson, realtor, realtor associate, and sales agent upon successfully passing the state exam.

The committee commented that Compton College real estate program is doing an excellent job in producing quality real estate professionals. The consensus was that student who go through our college-level real estate program endure longevity in the real estate industry when compared to real estate licensee who have taken courses through private schools and online-only self-study courses. Additionally, our college educated real estate community had better knowledge and depth in the fundamentals of the real estate business when compared to those who went through self-study program. Many of the offices commented that their most successful agents were from our Compton College’s real estate program.

1. The Committee voted on approving the new certificates. Der Fredricks made the motion to approve and Imran Khan seconded the motion to approve the new certificates.
2. Approval of proposed new certificates: Real Estate Salesperson
3. No further discussion
4. Adjournment

The meeting ended Friday July 29, 2022 3:30PM.