



NORTH CAROLINA COMMUNITY COLLEGE SYSTEM
H. Martin Lancaster, President

August 6, 2007

RESPONSE DEADLINE: August 20, 2007

MEMORANDUM

TO: Select Chief Academic Officers

FROM: Delores A. Parker, Vice President
Academic and Student Services

SUBJECT: Requested Revision in *Combined Course Library* Courses and
Real Estate Appraisal (A25420) Curriculum Standard

The System Office has received a request to revise the Real Estate Appraisal (A25420) curriculum standard and to revise the following courses contained in the *Combined Course Library*:

REA 201 Intro Income Prop App G-1	REA 212 Adv Inc Capital Proc G-2
REA 210 Intro Income Prop App G-1	REA 213 Applied Inc Prop Val G-3

The System Office has received a request to add the following courses to the *Combined Course Library*:

REA 205 Basic Appraisal Procedure	REA 220 Statistics and Finance
REA 207 National USPAP	REA 240 Advanced Residential Apps
REA 209 Residential Market Analy	REA 280 Appraisal Emerging Issues

Attached are forms requesting your approval or disapproval of the proposed changes. ***Please complete and return the forms to Jennifer Frazelle by August 20, 2007.*** You may fax your responses to (919) 807-7164. Once the responses have been received at the System Office, the requests will be presented to the Curriculum Review Committee for action at their September meeting.

Thank you for your prompt attention to this matter. If you have questions, please contact Jennifer Frazelle at (919) 807-7120 or frazellej@nccommunitycolleges.edu.

DAP/jf

Attachments

c: Select Presidents
Judith Mann
Jennifer Frazelle

S07-033
E-Mail

**Course Revision Requests
Real Estate Appraisal**

Current Course Information:

REA 201	Intro Income Prop App G-1	2	0	2
Prerequisites:	REA 103			
Corequisites:	None			

This course introduces concepts and techniques used to appraise real estate income properties. Topics include real estate market analysis, property analysis and site valuation, how to use financial calculators, present value, NOI, and before-tax cash flow. Upon completion, students should be able to estimate income property values using direct capitalization and to sit for the NC Certified Residential Appraiser examination. *This course is required for the Real Estate Appraisal certificate.*

Proposed Course Information:

REA 201	Basic Appraisal Principle	2	0	2
Prerequisites:	None			
Corequisites:	None			

This course introduces the student to the entire concept of real estate appraisal and the valuation process. Topics include real property concepts and characteristics, legal considerations, influences on real estate value, types of values, and economic principles. Upon completion, students should be able to present an overview of real estate markets and analysis, ethics, and apply it to appraisal theory and practice.

Current Course Information:

REA 210	Intro Income Prop App G-1	2	0	2
Prerequisites:	REA 113			
Corequisites:	None			

This course introduces concepts and techniques used to appraise real estate income properties. Topics include real estate market analysis, property analysis and site valuation, how to use financial calculators, present value, NOI, and before-tax cash flow. Upon completion, students should be able to estimate income property values using direct capitalization and to sit for the NC Certified Residential Appraiser examination.

Proposed Course Information:

REA 210	Site Value Cost Approach	1	0	1
Prerequisites:	REA 209			
Corequisites:	None			

This course teaches the concepts and methodology used for determining site value and the valuation of improvements using the cost approach. Topics include methods in site valuation, cost approach topics, concepts/definitions, replacement/reproduction cost new, accrued depreciation, estimating accrued depreciation, and case studies. Upon completion students should be able to understand the concepts and applications of site valuation and cost approaches for residential properties.

**Course Revision Requests
Real Estate Appraisal**

Current Course Information:

REA 212	Adv Inc Capital Proc G-2	2	0	2
Prerequisites:	REA 210			
Corequisites:	None			

This course expands direct capitalization techniques and introduces yield capitalization. Topics include yield rates, discounted cash flow, financial leverage, and traditional yield capitalization formulas. Upon completion, students should be able to estimate the value of income producing property using yield capitalization techniques.

Proposed Course Information:

REA 212	Sales Comparison & Income	2	0	2
Prerequisites:	REA 209			
Corequisites:	None			

This course teaches the concepts and methodology used for determining value using the sales comparison and income approaches. Topics include the sales comparison approach, income approach, finance and cash equivalency, financial calculators, derivation of adjustments, gross rent multipliers, partial interests, and case studies. Upon completion, students should be able to understand the concepts and application of the sales comparison and income approaches for residential properties.

Current Course Information:

REA 213	Applied Inc Prop Val G-3	2	0	2
Prerequisites:	REA 212			
Corequisites:	None			

This course covers the laws, rules, and standards pertaining to the principles and practices applicable to the appraisal of income properties. Topics include FIRREA, USPAP, Uniform Commercial and Industrial Appraisal Report (UCIAR) form, North Carolina statutes and rules, and case studies. Upon completion, students should be able to prepare a narrative report that conforms to the USPAP and sit for the NC Certified General Appraisal examination.

Proposed Course Information:

REA 213	Appraisal Report Writing	1	0	1
Prerequisites:	REA 209			
Corequisites:	None			

This course teaches students how to produce a completed appraisal report. Topics include writing and reasoning skills, common writing problems, form reports, reporting options, USPAP compliance, and case studies. Upon completion, students should be able to demonstrate the writing and reasoning skills necessary to develop a USPAP compliant appraisal report.

New Courses
Real Estate Appraisal

REA 205	Basic Appraisal Procedure	2	0	2
Prerequisites:	REA 201			
Corequisites:	None			

This course introduces procedures used to develop an estimate of value and how the various principles of value relate to the application of such procedures. Topics include an overview of approaches to value, valuation procedures, property description and residential applications. Upon completion, students should be able to identify and utilize the approaches to value for residential properties.

REA 207	National USPAP	1	0	1
Prerequisites:	REA 205			
Corequisites:	None			

This course introduces all aspects of the appraisers conduct, ethics and competency. Topics include appraisal standards, reviews, reports, and the confidentiality provisions as set forth by the Appraisal Standards Board. Upon completion, students should be able to sit for the National USPAP examination.

REA 209	Residential Market Analysis	1	0	1
Prerequisites:	REA 207			
Corequisites:	None			

This course teaches students the components of a market analysis and how to test for and analyze highest and best use. Topics include market fundamentals, characteristics and definitions, supply/demand analysis, use of market analysis, test constraints and application of highest/best use, special considerations and case studies. Upon completion, students should be able to analyze residential markets and know the test constraints for highest and best use.

REA 220	Statistics and Finance	1	0	1
Prerequisites:	REA 209			
Corequisites:	None			

This course covers statistical analysis and its application to real estate valuation. Topics include statistics, valuation models, automated valuation models, mass appraisal and real estate finance. Upon completion, students should be able to understand the use of statistics, valuation models, and real estate finance in the valuation of real estate.

New Courses
Real Estate Appraisal

REA 240	Advanced Residential Apps	1	0	1
Prerequisites:	REA 209			
Corequisites:	None			

This course covers topics necessary for appraisers to deal with advanced residential valuation issues. Topics include complex property ownership and market conditions, deriving and supporting adjustments, residential market analysis and advanced case studies. Upon completion, students should be able to understand how to deal with complex issues in the valuation of residential properties.

REA 280	Appraisal Emerging Issues	2	0	2
Prerequisites:	REA 209			
Corequisites:	None			

This course provides students with the latest technologies and strategies in the field of Real Estate Appraisal. Emphasis is placed on the evaluation of developing appraisal issues and presenting those findings to the class. Upon completion, students should be able to critically analyze emerging appraisal issues and concerns and establish informed opinions.

**College Recommendation
Real Estate Appraisal Revisions**

Rationale for Revisions: The Appraiser Qualifications Board (AQB) of the Appraisal Foundation has adopted new standards for education for appraisers effective January 1, 2008. As of that date, applicants seeking to be licensed or certified appraisers in North Carolina must have substantially more education than is currently required. The proposed revisions have been approved by the North Carolina Appraisal Board. Please note new courses are provided for informational purposes and do not require a vote.

REA 201 Basic Appraisal Principle: Yes _____ No _____ Decline to Vote _____
Comments: _____

REA 210 Site Value Cost Approach: Yes _____ No _____ Decline to Vote _____
Comments: _____

REA 212 Sales Comparison & Income: Yes _____ No _____ Decline to Vote _____
Comments: _____

REA 213 Appraisal Report Writing: Yes _____ No _____ Decline to Vote _____
Comments: _____

Curriculum Standard Revision (A25420): Yes _____ No _____ Decline to Vote _____
Comments: _____

College: _____

Signature of President: _____ **Date:** _____

Please return this form by **August 20, 2007** to:

Jennifer Frazelle, Director
Program Services
NC Community College System
5016 Mail Service Center
Raleigh, NC 27699-5016
Fax Number: (919) 807-7164

CURRICULUM STANDARD

Effective Term
Spring 2008
[2008*01]

Curriculum Program Title Real Estate Appraisal Code A25420
Concentration (not applicable)

Curriculum Description

The Real Estate Appraisal curriculum is designed to prepare individuals to enter the appraisal profession as a registered trainee and advance to licensed or certified appraiser levels.

Course work includes appraisal theory and concepts with applications, the North Carolina Appraisers Act, North Carolina Appraisal Board rules, and the Uniform Standards of Professional Appraisal Practice.

Graduates should be prepared to complete the North Carolina Registered Trainee Examinations and advance to licensure or certification levels as requirements are met.

Curriculum Requirements*

- I. General Education.** Degree programs must contain a minimum of 15 semester hours including at least one course from each of the following areas: humanities/fine arts, social/behavioral sciences, and natural sciences/mathematics. Degree programs must contain a minimum of 6 semester hours of communications. Diploma programs must contain a minimum of 6 semester hours of general education; 3 semester hours must be in communications. General education is optional in certificate programs.
- II. Major Hours.** AAS, diploma, and certificate programs must include courses, which offer specific job knowledge and skills. Work experience, including cooperative education, practicums, and internships, may be included in a degree or diploma program up to a maximum of 8 semester hours and in a certificate program up to a maximum of 2 semester hours. *(See back of page for Major Hour's requirements)*
- III. Other Required Hours.** A college may require other subjects or courses to complete graduation requirements. These requirements may include electives, orientation, study skills courses, or other graduation requirements.

	AAS	Diploma	Certificate
Minimum General Education Hours	15	6	0
Minimum Major Hours	49	30	12
Other Required Hours	0-7	0-4	0-1
Total Semester Hours Credit in Program	64-76	36-48	12-18

PROPOSED

Major Hours

<p>A. Core. The subject/course core is comprised of subject areas and/or specific courses, which are required for each curriculum program. A diploma program offered under an approved AAS program standard or a certificate which is the highest credential level awarded under an approved AAS program standard must include a minimum of 12 semester hours credit derived from the subject/course core of the AAS program.</p> <p>B. Concentration (<i>if applicable</i>). A concentration of study must include a minimum of 12-semester hour's credit from required subjects and/or courses. The majority of the course credit hours are unique to the concentration. The required subjects and/or courses that make up the concentration of study are in addition to the required subject/course core.</p> <p>C. Other Major Hours. Other major hours must be selected from prefixes listed on the curriculum standard. A maximum of 9-semester hour's credit may be selected from any prefix listed, with the exception of prefixes listed in the core or concentration. Work experience, including cooperative education, practicums, and internships, may be included in associate in applied science degree and diploma curriculum programs up to a maximum of 8 semester hours credit and in certificate programs up to a maximum of 2 semester hours credit.</p>																																													
Real Estate Appraisal A25420																																													
	AAS	Diploma	Certificate																																										
Minimum Major Hours Required	49 SHC	30 SHC	12 SHC																																										
<p>A. CORE</p> <p>Required Courses:</p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 15%;">REA 201</td><td style="width: 65%;">Basic Appraisal Principles</td><td style="width: 20%; text-align: right;">2 SHC</td></tr> <tr><td>REA 205</td><td>Basic Appraisal Procedures</td><td style="text-align: right;">2 SHC</td></tr> <tr><td>REA 207</td><td>National USPAP</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 209</td><td>Residential Market Analysis</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 210</td><td>Site Value Cost Approach</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 212</td><td>Sale Comparison & Income</td><td style="text-align: right;">2 SHC</td></tr> <tr><td>REA 213</td><td>Appraisal Report Writing</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 220</td><td>Statistics and Finance</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 240</td><td>Advanced Residential Apps</td><td style="text-align: right;">1 SHC</td></tr> <tr><td>REA 280</td><td>Emerging Appraisal Issues</td><td style="text-align: right;">2 SHC</td></tr> <tr><td>CIS 110</td><td>Introduction to Computers</td><td style="text-align: right;">3 SHC</td></tr> </table> <p>Required Subject Area: Business. Select one:</p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 15%;">BUS 115</td><td style="width: 65%;">Business Law I</td><td style="width: 20%; text-align: right;">3 SHC</td></tr> <tr><td>BUS 137</td><td>Principles of Management</td><td style="text-align: right;">3 SHC</td></tr> <tr><td>BUS 225</td><td>Business Finance</td><td style="text-align: right;">3 SHC</td></tr> </table>	REA 201	Basic Appraisal Principles	2 SHC	REA 205	Basic Appraisal Procedures	2 SHC	REA 207	National USPAP	1 SHC	REA 209	Residential Market Analysis	1 SHC	REA 210	Site Value Cost Approach	1 SHC	REA 212	Sale Comparison & Income	2 SHC	REA 213	Appraisal Report Writing	1 SHC	REA 220	Statistics and Finance	1 SHC	REA 240	Advanced Residential Apps	1 SHC	REA 280	Emerging Appraisal Issues	2 SHC	CIS 110	Introduction to Computers	3 SHC	BUS 115	Business Law I	3 SHC	BUS 137	Principles of Management	3 SHC	BUS 225	Business Finance	3 SHC	<i>20 SHC</i>	NR	NR
REA 201	Basic Appraisal Principles	2 SHC																																											
REA 205	Basic Appraisal Procedures	2 SHC																																											
REA 207	National USPAP	1 SHC																																											
REA 209	Residential Market Analysis	1 SHC																																											
REA 210	Site Value Cost Approach	1 SHC																																											
REA 212	Sale Comparison & Income	2 SHC																																											
REA 213	Appraisal Report Writing	1 SHC																																											
REA 220	Statistics and Finance	1 SHC																																											
REA 240	Advanced Residential Apps	1 SHC																																											
REA 280	Emerging Appraisal Issues	2 SHC																																											
CIS 110	Introduction to Computers	3 SHC																																											
BUS 115	Business Law I	3 SHC																																											
BUS 137	Principles of Management	3 SHC																																											
BUS 225	Business Finance	3 SHC																																											
<p>B. CONCENTRATION (<i>Not applicable</i>)</p>																																													
<p>C. OTHER MAJOR HOURS <i>To be selected from the following prefixes:</i></p> <p>ACC, BUS, CIS, COE, CTS, DBA, ECO, INS, MKT, REA, RLS, **SPA, and WEB</p> <p><i>** This prefix is limited to a maximum of 3 SHC</i></p>																																													

CURRICULUM STANDARD

Effective Term
 Spring 2007
 [2007*01]

Curriculum Program Title	Real Estate Appraisal	Code	<u>A25420</u>
Concentration	(not applicable)		

Curriculum Description

The Real Estate Appraisal curriculum is designed to prepare individuals to enter the appraisal profession as a registered trainee and advance to licensed or certified appraiser levels.

Course work includes appraisal theory and concepts with applications, the North Carolina Appraisers Act, North Carolina Appraisal Board rules, and the Uniform Standards of Professional Appraisal Practice.

Graduates should be prepared to complete the North Carolina Registered Trainee Examinations and advance to licensure or certification levels as requirements are met.

Curriculum Requirements*

- I. **General Education.** Degree programs must contain a minimum of 15 semester hours including at least one course from each of the following areas: humanities/fine arts, social/behavioral sciences, and natural sciences/mathematics. Degree programs must contain a minimum of 6 semester hours of communications. Diploma programs must contain a minimum of 6 semester hours of general education; 3 semester hours must be in communications. General education is optional in certificate programs.

- II. **Major Hours.** AAS, diploma, and certificate programs must include courses, which offer specific job knowledge and skills. Work experience, including cooperative education, practicums, and internships, may be included in a degree or diploma program up to a maximum of 8 semester hours and in a certificate program up to a maximum of 2 semester hours. *(See back of page for Major Hour's requirements)*

- III. **Other Required Hours.** A college may require other subjects or courses to complete graduation requirements. These requirements may include electives, orientation, study skills courses, or other graduation requirements.

	AAS	Diploma	Certificate
Minimum General Education Hours	15	6	0
Minimum Major Hours	49	30	12
Other Required Hours	0-7	0-4	0-1
Total Semester Hours Credit in Program	64-76	36-48	12-18

PROPOSED

Major Hours

<p>A. Core. The subject/course core is comprised of subject areas and/or specific courses, which are required for each curriculum program. A diploma program offered under an approved AAS program standard or a certificate which is the highest credential level awarded under an approved AAS program standard must include a minimum of 12 semester hours credit derived from the subject/course core of the AAS program.</p> <p>B. Concentration (<i>if applicable</i>). A concentration of study must include a minimum of 12-semester hour's credit from required subjects and/or courses. The majority of the course credit hours are unique to the concentration. The required subjects and/or courses that make up the concentration of study are in addition to the required subject/course core.</p> <p>C. Other Major Hours. Other major hours must be selected from prefixes listed on the curriculum standard. A maximum of 9-semester hour's credit may be selected from any prefix listed, with the exception of prefixes listed in the core or concentration. Work experience, including cooperative education, practicums, and internships, may be included in associate in applied science degree and diploma curriculum programs up to a maximum of 8 semester hours credit and in certificate programs up to a maximum of 2 semester hours credit.</p>			
Real Estate Appraisal A25420			
	AAS	Diploma	Certificate
Minimum Major Hours Required	49 SHC	30 SHC	12 SHC
<p>B. CORE</p> <p>Required Courses:</p> <p>REA 111 Intro Real Estate App R-1 2 SHC REA 112 Valuation Prin & Prac R-2 2 SHC REA 113 Applied Res Prop Val R-3 1 SHC REA 114 USPAP R-4 1 SHC REA 210 Intro Income Prop App G-1 2 SHC REA 212 Adv Inc Capital Proc G-2 2 SHC REA 213 Applied Inc Prop Val G-3 2 SHC RLS 112 Broker Prelicensing 5 SHC RLS 113 Real Estate Mathematics 2 SHC RLS 117 Real Estate Broker 4 SHC CIS 110 Introduction to Computers 3 SHC</p> <p>Required Subject Area: Business. Select one: BUS 115 Business Law I 3 SHC BUS 137 Principles of Management 3 SHC BUS 225 Business Finance 3 SHC</p>	<i>29 SHC</i>	NR	NR
<p>B. CONCENTRATION (<i>Not applicable</i>)</p>			
<p>C. OTHER MAJOR HOURS <i>To be selected from the following prefixes:</i></p> <p>ACC, BUS, CIS, COE, CTS, ECO, INS, MKT, RLS, and **SPA</p> <p><i>** This prefix is limited to a maximum of 3 SHC</i></p>			