



Pricing Strategies: Mastering the CMA

Hosted by: Central Hill Country Board of REALTORS® (CHCBR)

Date/Time: April 23, 2018 8:30 am to 5:00 pm

Location: CHCBR Classroom
906 N. Milam Street
Fredericksburg, TX 78624

Instructor: Candy Cooke

Course # 33058

8 Hours CE

Cost: \$100

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor.

Registration

Name on TREC License

TREC License #

Primary Phone

Email Address

The 21st century has so far presented multiple challenges to the real estate industry, notably a housing boom and rising property values in the early 2000s, followed by economic decline, mortgage defaults, and a very unsettled market place that has only recently begun to stabilize. Determining property values depends more than ever on professional expertise, competence, the best use of technology, and a commitment to approaching the pricing assignment from all pertinent perspectives. This course is specifically designed to help residential real estate agents and brokers enhance their skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values. As real estate professionals gain more understanding pricing properties and CMAs, they can effectively function in their role in the valuation process.

The goal of this course is to equip the real estate license holder with pertinent information to enable them to price properties appropriately whether it's for listing or making offers. It will provide greater understanding of the CMA's to help the real estate license holder become more comfortable with the process of selecting appropriate property comparisons; how to make adjustments and where to go for quality information to ensure the most accurate assessment when calculating adjustments. Help enhance skills in creating accurate property valuations, reducing risk, and applying alternative valuation methods to properties under consideration.

CE Credit

If seeking CE credit, please bring your real estate license and a valid photo ID.

Special Services

If you require special accommodations to participate, please let us know at least 3 days prior to the course and attach a written description of your needs.

Refund/Cancellation Policy

A full refund will be issued if written notification is received by April 18, 2018 otherwise a \$15 cancellation fee will be deducted from your refund. No refunds will be issued after April 20th.

To Register:

Send form and \$100 check payable to CHCBR, 906 N. Milam Street, Fredericksburg, TX 78624

To pay online, log on to Navica, Click News & Events and Association Events.

Registration Deadline:

April 18, 2018 - After Deadline add \$20 to registration fee!

Method of Payment: Cash Check Mastercard Discover Visa Am Express

Name on Card: _____

Billing Address: _____ Zip _____

Credit Card #: _____ Expiration: _____

Signature: _____

