

Start Pricing Homes with Confidence.



Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs). In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

June 6, 2017
11:00 AM – 4:00 PM
June 7, 2017
9:00 AM – 12:00 PM



Northern Arizona Association of REALTORS®
1515 E. Cedar #4
Flagstaff

Instructor: **Frank Dickens** has been a Listing Specialist for over 37 years. His experience in seller transactions will bring real experience to the classroom.

Price: \$79 by June 1st (\$89 at the door)
*No refunds after May 30th

CE: 6 General
c/e provided under AAR school

Register at:
www.aaronline.com/event/e/REBAC06062017

Visit PricingStrategyAdvisor.org to learn how to earn the PSA certification.

