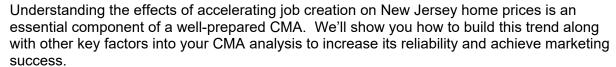
Advanced CMA Workshop





Back by popular demand, this <u>once-a-year-workshop</u> is designed to sharpen the pricing skills for real estate brokers and agents. We'll teach you the latest CMA Pricing Techniques for calculating achievable home selling prices in today's housing market. Here's a sampling of topics for this unique program:

- How to Select Comparable Sales
- Calculating & Applying Adjustments to the Comparable Sales
- Market Price Change adjusting past sales to current market price levels
- Understanding the Role of Right-Pricing in Developing a Marketing Plan
- The Relevance of Distressed Sales in Your Market
- Communicating the CMA Results
- Interactive Case Study students will work through a CMA training exercise

You'll also receive these bonus materials as part of your registration:

- 2018 CMA Adjustment Guide
- Excel Template for CMA Preparation & Presentation
- Local Housing Report Cards for Hundreds of NJ Towns

Continuing Education Credits – this workshop is pending approval with the NJ Real Estate Commission for 2 hours of elective course credit toward 2019 license renewal.

Early Registration Fee: \$89.00 through Monday, April 23, 2018

Registration Fee: \$99.00

2018 ADVANCED CMA TECHNIQUES WORKSHOPS					
WAIT LIST	Basking Ridge	The Olde Mill Inn	Wed	May 16 th	*9:30–12:00 noon
	Basking Ridge	The Olde Mill Inn	Wed	May 16 th	**1:00–3:30pm
	Woodbridge	APA Hotel	Wed	May 23 rd	*9:30–12:00 noon

^{*}Continental Breakfast (9:00 a.m. - 9:30 a.m.) // **Light Refreshments (12:30 p.m. - 1:00 p.m.)

Name		
Company		
Address City, State, Zip		
Email	Telephone:	
Cost	□ Check for \$99 enclosed □ Please charge the \$99 cost to my credit card as indicated below: Credit Card # CSV CodeExpiration Date Name on CardCredit Card Billing Address	
Cancellation	Refunds & Registration Modifications will only be accepted when received in writing 7 calendar days prior to the event. Please send these requests via e-mail to seminars@otteau.com.	