

Advanced CMA Workshop



Understanding the effects of accelerating job creation on New Jersey home prices is an essential component of a well-prepared CMA. We'll show you how to build this trend along with other key factors into your CMA analysis to increase its reliability and achieve marketing success.

Back by popular demand, this once-a-year-workshop 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	<input type="checkbox"/> Check for \$99 enclosed <input type="checkbox"/> Please charge the \$99 cost to my credit card as indicated below: Credit Card # _____ CSV Code _____ Expiration Date _____ Name on Card _____ Credit 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 .				

INSTRUCTIONS: Register on-line @ www.otteau.com or fax this form to 732-238-1113.
 If paying by check, make payable to Otteau Group, Inc. and mail completed form & check to:
Otteau Group – 100 Matawan Road, Suite 320 Matawan, NJ 07747
Questions? <<Email>> seminars@otteau.com <<Phone>> 800.458.7161