



Pricing Strategy Advisor Certification

Enhance your skills providing clients property pricing guidance, creating CMAs, working with appraisers and educating clients on potential misconceptions about home values.

Pricing Strategies: Mastering the CMA

Determining property values depends more than ever on professional expertise and competence, the best use of technology tools and a commitment to approaching the pricing assignment from all relevant perspectives.

TOP 4 TAKEAWAYS

You'll learn to:

- Identify appropriate comparables and make reliable adjustments.
- Explain value principles to clients.
- Address client concerns about pricing.
- Work constructively with appraisers.

Location: Greater Rochester Association of REALTORS
3445 Winton Pl Ste 104, Rochester, NY 14623

Date/Time: July 12, 2019 9:00am - 4:30pm

Instructor: Nancy Mosca,
ABR,AHWD,BPOR,CIPS,GRI,MRP,RENE,SFR,SRS

Cost: \$150 Members, \$175 Non-Members

CE Credit: 6 Hours

Co-sponsored by:



Earn NAR's PSA certification by completing this course and completing two free webinars and submitting an application with a one-time \$179 fee. Available only to REALTORS®.



New York State Association of REALTORS®, Inc.

Register online at nysarportal.com.

Or, fax your completed registration form to NYSAR.

EDUCATION COURSE REGISTRATION FORM



CLASS INFO

Course Name: _____

Location: _____

Course Date: _____



ABOUT YOU

Name: _____

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Please attach a note identifying any disabilities which require special accommodations, including provisions for auxiliary aids.



PAYMENT \$ _____

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REGISTER TODAY

- Visit nysarportal.com
- Fax to 518.462.5474
- Call 518.463.0300 x219
- Mail to NYSAR, 130 Washington Ave., Albany, NY 12210

Completion of this course does not automatically make you eligible for the designation. Additional courses and fees are required. See nysar.com.



Your home for success.

Need to cancel? No problem. Call at least 10 days in advance and there's no charge. Cancel 10 or fewer days before the class and you can transfer to another NYSAR class in this calendar year or your registration will be refunded, less a \$25 cancellation fee. No-shows forfeit tuition.

