

The Ohio Association of REALTORS® presents...

Earn the Pricing Strategy Adviser (PSA) Certification.

**December 10, 2015
Columbus, Ohio**

Pricing Strategies: Mastering the CMA

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 and 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.

Please see reverse for registration details...



Pricing Strategies: Mastering the CMA

Thursday, December 10, 2015

Location:

Ohio Association of REALTORS®
200 E. Town St.
Columbus, OH

Time:

8:30 a.m. - 3:30 p.m.
Exam held at 3:30 p.m.
(Check in begins at 8:00 a.m.)

Registration Fee:

Early Registration - \$119
At the Door - \$139

CE Credit:

- 6 hours of real estate ce
- Elective for the ABR designation

Please print:

Name: _____
RE File # _____
Phone: _____
Email: _____

Payment:

___ Visa ___ MC ___ Discover ___ AMEX Check # _____

Acct. # ____/____/____/____/____/____/____/____/____/____/____/____/____/____/____/____/____

Exp. ____/____ Signature _____

Amount enclosed: _____

Instructor: Alec Hagerty, ABR, ABRM, BPOR, e-PRO, SFR, SRS

For more information on **PSA Certification Program** requirements and benefits, go to
www.pricingstrategyadvisor.org.

**Return to:**

Ohio Association of REALTORS®
200 E. Town Street
Columbus, Ohio 43215-4648
Phone: (614) 225-6229
Fax: (614) 241-2848
Or register at www.ohiorealtors.org/Education

