

Start Pricing Homes with Confidence.

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BONUS: Earn 2 CE Credits
for RE62RC10- CMA

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.

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



Tues., March 30 & Wed. 31, 2021

Realtor® Association of Pioneer Valley PRICING STRATEGIES ADVISOR (PSA) CERTIFICATION

Time: 8:30 am – 12:30 pm (each day)

Location: Virtual

Instructor: Peter West

Cost: Only \$99 when you register by March 9th!
\$125 thereafter.

Non-Member Pricing: \$175.00

[Register on-line](#)

Non RAPV members contact Laura Herring at
laura@rapv.com or 413-785-1328.

How to Get Certified

- Be a member in good standing with NAR
- Complete the one-day course, *Pricing Strategies:*
- Complete two, one-hour Webinars (free of charge):
[Making Adjustments](#), [Counseling Clients Using Market Stats](#)
- Submit your **application**, including payment of the one-time \$179 application fee



NATIONAL
ASSOCIATION of
REALTORS®
Official Certification



This education course counts towards the President's Award