

# Start Pricing Homes with Confidence.



## 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.**

PASSAIC COUNTY BOARD OF REALTORS®

Pricing Strategies: Mastering the CMA  
Certification Course  
6 Elective Credits · Course # C20200232

**Date: Tues., January 24, 2017**

**Time: 9am-4pm**

**Location: 204 Berdan Ave  
Wayne, NJ 07470  
(973) 305-1100**

\$99 – Members  
\$149 – Non Members

**Register at [PCBOR.com](http://PCBOR.com)**

Visit [PricingStrategyAdvisor.org](http://PricingStrategyAdvisor.org) to learn how to earn the PSA certification.



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Please Contact us if you have a special need or disability that requires accommodation (973) 305-1100