

# 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.

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

**September 28**

**Three Rivers Assoc. of  
REALTORS®**

303 Springfield Ave., Joliet

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**Illinois REALTORS®**

### REGISTER NOW!

*\$119 by September 20*

*\$129 September 20-27*

*Full refund available through  
Sep. 26. No refunds after Sep. 26)*

*Instructor: Lynn Madison*

*Course #: COR 16005*

*License #: 564002520*

*Approved for 3 hours Core B CE*

*Classroom is located on a lower level with  
stair access only. If you require an ADA*

