



PSA - Pricing Strategies: Mastering the CMA

Greater Metro West Association of REALTORS®
1901 Martin Drive #100, Weatherford, TX 76086

When: November 1, 2021
Time: Registration 8:00am
8:30am to 5:00pm

Instructor: Reba Saxon

This class is a remote course offered through Texas REALTORS® As of July 1, 2020 you will have your choice to take this CE course from home or at the GMWAR office. Space is limited if you choose to take from the GMWAR office.

In order to participate and receive CE for the courses you will need access to a laptop or computer with the capability of running a Zoom meeting with a microphone and camera, reliable internet service, access to the email address on file with the Association to send and retrieve course materials as PDFs and the ability to digitally save any course materials/evaluations to send back to GMWAR via email. These courses will be monitored by a GMWAR staff member to ensure attendance.

Registration Form

Name on TREC License

TREC License #

Primary Phone

e-mail address

PSA - Pricing Strategies: Mastering the CMA

Course #33058

8hrs CE Credit

Members \$95.00

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, 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. As real estate professionals gain more understanding pricing properties and CMAs, they can effectively function in their role in the valuation process.

The goal of this course is to equip the real estate license holder with pertinent information to enable them to price properties appropriately whether it's for listing or making offers. It will provide greater understanding of the CMA's to help the real estate license holder become more comfortable with the process of selecting appropriate property comparisons; how to make adjustments and where to go for quality information to ensure the most accurate assessment when calculating adjustments. Help enhance skills in creating accurate property valuations, reducing risk, and applying alternative valuation methods to properties under consideration.

Registration form & full payment due by October 25, 2021 to secure your registration



Provider #0001

Please call 817.596.5010 for credit card payment instructions

Payments may be mailed to:
GMWAR

*1901 Martin Drive #100
Weatherford, TX 76086*

CE Credit

The day before the event you will receive a class Zoom link and instructions on how to identify yourself on the Zoom call.

Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

Refund/cancellation policy

No Refunds will be given on cancellations 5 days prior to the

To Register

Fill out this form and e-mail to :
assist@gmwar.org

Or fax to:
866.867.8685

Questions???

GMWAR Staff
817.596.5010

