

Advanced CMA Workshop

Presented by: OTTEAU.com

Need help with pricing in this slowly recovering market? Need a better way to convey to sellers why it will be some time before we return to peak home prices and why Right-Pricing-Now works to their advantage? Here is your opportunity to learn all of this and come away feeling more confident in your listing presentations.

Back by popular demand, this once-a-year event is designed to sharpen your home pricing skills. Geared specifically towards real estate brokers and agents, this workshop will explore the latest CMA pricing techniques for today's recovering economy and housing market. Topics to be covered include the following:

- *Emerging Housing Trends – an update from our Spring Workshops*
- *How Short Sales & Foreclosures Affect Comparable Sales Selection*
- *The Direct Adverse Effects of Over-Pricing*
- *Why Right-Pricing Stimulates Sales*
- *Formulating CMA Adjustments*
- *Forecasting Anticipated Sales Price*

As an extra added bonus you'll also receive these as a part of your registration:

- *CMA Excel Template for Customized CMA Preparation & Presentation*
- *Town-by-Town Report Card on 350+ NJ Housing Markets*
- *2011 Home Feature & Remodeling Guide*

REGISTRATION FEE: \$89.00

ADVANCED CMA WORKSHOP LOCATION

Woodbridge	Renaissance Woodbridge Hotel	Friday	June 10 th 2011	* 10:00 – 12:00 p.m.
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* Continental Breakfast (9:30 a.m. – 10:00 a.m.)

Name			
Company			
Address City, State, Zip			
Email			Telephone:
Cost	<input type="checkbox"/> Check for \$89 enclosed <input type="checkbox"/> Please charge the \$89 cost to my credit card as indicated below: Card Type _____ Credit Card # _____ CSV Code _____ Name on Card _____ Complete Credit Card Billing Address _____ _____ Expiration Date on Card _____		
Cancellation	Refunds only if cancellation is received in writing 7 calendar days prior to event		

INSTRUCTIONS: Register on-line @ www.otteau.com or fax this form to 800.273.3295.

If paying by check, make payable to Otteau Valuation Group, Inc. in the amount of \$89.00 and mail completed form & check to:

Otteau Valuation Group - 15 Brunswick Woods Drive - East Brunswick, New Jersey 08816

Questions? <<Email>> seminars@otteau.com <<Phone>> 800.458.7161



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