

GREATER
HARRISBURG



REALTORS®
INSTITUTE

PRICING IN A COMPETITIVE MARKET!

Instructor: Melanie McLane

ABR, CRS, CDEI, E-Pro, GRI, RAA, RSPS, SRES, SRS

**Approved for 3.5 hours PA Real Estate Continuing Education
Credit for the 2008-2010 cycle.**

Date:

Thursday, April 15, 2010

Place:

GHAR Office
424 N. Enola Drive, Suite 1
Enola, PA 17025

Time:

8:30 a.m.— 12:00 p.m.
*Registration opens
30 minutes before class start
time.*

Cost: \$45.00

REGISTER:

Phone: 717-364-3205
Fax: 717-364-3206

MEMBERS ONLY: Register
online at www.ghar.info

Students will learn fundamental definitions of value and will learn how to apply those fundamentals to valuing property for sellers and buyers.

- Learn the distinctions between pricing, valuation, CMAs and appraisals
- Discuss difficulties in pricing property for sale such as unusual features and flaws
- Learn the difference between the appraiser's viewpoint versus the agent's viewpoint
- What to do when markets change and how to read the market
- Putting it all together to price a property!!!

**REGISTRATION CLOSSES AT CLASS START TIME AND
YOU MUST BE SEATED AT THAT TIME IN ORDER
TO RECEIVE CREDIT FOR THE COURSE.**

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

Earn your CE credits today. The current cycle ends May 31, 2010!