

Pricing and Evaluating Residential Property

Date/Time

Tuesday, August 22, 2006
8:30 AM-5:00 PM

Location

Suburban West REALTORS® Assn.
100 Deerfield Lane, Suite 240
Malvern, PA 19355
610-560-4800

Tuition

-\$135 includes course materials, lunch and breaks.

-Space is limited! To ensure your seat, register early. Walk-ins will be accepted on a space available basis at a tuition of \$165.

Credit Information

- GRI 501 (1 elective GRI day)
- Approved for 7 Elective Hours MCE by the PA Real Estate Commission
- Approved for 7 Hours Continuing Education by the PA Appraiser Board

The pricing of residential property has a significant effect on many aspects of the real estate transaction. The successful agent needs to be able to clearly communicate existing conditions in the housing market, and prepare for the role that property price plays in closing the transaction.

This course will prepare you to:

- Describe how and where an appraiser fits into the transaction process
- Define pricing concepts including price, cost, value, supply and demand
- Conduct a market analysis based on supply & demand
- Describe methods used to make adjustments to comparable properties
- Prepare and present a comparative market analysis (CMA)
- Identify and describe three approaches to determining value
- Describe the FHA and VA appraisal process
- Identify related Federal and Pennsylvania regulations

Students must attend the entire class and achieve a 70 percent grade on a written exam to be given at the end of the course. Offered by the Pennsylvania REALTORS® Institute, which is solely responsible for course administration. For additional information on the GRI designation or a schedule of PRI courses visit www.parealtor.org

PRI Policies

- A \$20 processing fee will be assessed for each returned check.
- There will be a \$20 cancellation charge and refunds will be made provided the notice of cancellation is received at least four calendar days prior to the course.
- PRI reserves the right to cancel classes due to insufficient registrations or inclement weather.
- The Pennsylvania REALTORS® Institute is owned and operated by the Pennsylvania Association of REALTORS® and is an Equal Opportunity Provider of Education.

Enrollment Agreement

GRI 501, Pricing and Evaluating Residential Property August 22, 2006

Course Name		Course Date	
Suburban West REALTORS® Assn., Malvern, PA		\$135	
Course Location		Tuition	
Name		Nickname for Badge	
Firm Name			
Firm Address	City	State	Zip
Firm Phone	Firm Fax		
E-Mail Address	Social Security Number		
Board	Real Estate License Number		

Advance Registration Deadline: August 8

☎ Mail • Pennsylvania REALTORS® Institute
4501 Chambers Hill Road, Harrisburg, PA 17111

☎ Fax • 717-561-8796 • Must use credit card

☎ Call • 800-745-5527 • Must use credit card

PAR online: www.parealtor.org

Payment (must accompany registration)

- Check payable to PRI for _____
- Charge my Visa/Mastercard/Discover/AmEx (circle one)
Card # _____
Exp. date _____
Signature _____

Charges are processed upon receipt.

- Check here if you require special assistance and attach a written description of your needs.

In registering for this PRI class, I accept tuition, services and refund policies as stated on this flyer. The PA REALTORS Institute is owned and operated by the PA Association of REALTORS who reserves the right to cancel classes due to insufficient registrations or inclement weather. Complaints may be filed by calling the Real Estate Commission at 800-822-2113.

P E N N S Y L V A N I A

REALTORS® Institute

4501 Chambers Hill Road
Harrisburg, PA 17111-2406

*Suburban West REALTORS® Assn.
Malvern, PA
August 22, 2006*

Pricing and Evaluating Residential Property

*Suburban West REALTORS® Association
Announces*



REALTORS® Institute

P E N N S Y L V A N I A

Get the Edge

with Pennsylvania REALTORS® Institute Courses

- Gain knowledge you can use to get the same or better results with less time and work.
- Expand your network of real estate professionals to generate leads and referrals through contacts made at courses.
- Learn from real estate practitioners who share real-life experiences from the field.
- Pursue NAR Professional Designations and earn more money. Research has shown that REALTORS® who have a professional designation earn a gross personal income of almost \$20,000 more than those who do not.
- Gain a marketing edge and demonstrate to potential clients a commitment to doing the job right.
- Earn Mandatory Continuing Education and Broker Credits at many PRI courses.
- PRI is owned and operated by the Pennsylvania Association of REALTORS®, the voice for real estate in Pennsylvania.