

Which Price Is Right?

TREC # 04-00-121-8568 4 Hrs MCE



By participating in this class, the student will have a better understanding of how to determine a probable sales price and suggested pricing range for the seller.

Students will discuss recommended solutions to cases solving problems concerning property condition, timing, market & seller agency.

Students will discuss how to price property and how to ask for price reductions.

Students will do a market analysis on a property and determine a suggested list price and a possible sales price.

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