

APP 505 - Tools Available for Creating CMAs
Course No. 564004199

3 hour Elective

Course Description:

This course has been designed to help Realtors create more complete and informative CMAs. Whether you are a member of a local board association or operating a practice independently, there are many choices for creating a CMA. Local associations have as many as 8 different formats a Realtor could choose to put together an analysis for their buyers and sellers. In addition, no 2 formats are alike. This class will identify the strengths and weaknesses of each of these formats. In this course we will do two things. 1)we will take time to outline strategies we might use to identify comparatives for our subject property price analysis. We will discuss things like location, age of the real estate, number of rooms in the subject property, and other characteristics that might add or take away value from similar properties. 2)we will discuss the variety of tools included as a part of our membership and also available online and for brokers who operate independently in order to help create impactful presentations.

LOCATION:

TRAR & Zoom
2531 Division St, Suite 102
Joliet, IL 60435

Register online at www.trarealtors.net or call the TRAR office at (815)744-4520

If you require special accommodations due to a disability, please contact Molly@trarealtors.net to describe the accommodation.



With Instructor:
Harriet Kubicz

March 25, 2026

9AM -12PM

COST:

\$0.00 for Members
\$35.00 for Non-Members

*Payment is required at registration.

** If registrant cancels within 24 hours of class or is a no show, they will be assessed a \$25.00 cancellation fee.

Class Cancellation Policy: Classes are subject to a minimum enrollment requirement. If the minimum number of registrants is not met, we reserve the right to cancel the class. In the event of a cancellation, all registered participants will be notified in advance and any registration fees paid will be fully refunded or applied to a future class.

