

REAL ESTATE ASSIGNMENT

Module 6

You are a real estate salesman who is trying to get a listing. In order to succeed you need to create a CMA (Comparative Market Analysis).

You should create a name and address for the homeowners. Since you are competing against other agents, it is very important that the CMA is professionally prepared and complete.

The CMA must include the following:

- Cover letter explaining your services
- Your marketing plan
- A detailed description of the property
- A Floor plan of the property
- Suggestions for improvements prior to selling
- Comparables
- Final estimate of Value

Remember, your paycheck depends on getting the listing!!!!