



Pricing in a Shifting Market

Created & Presented by:



MONICA NEUBAUER

The Maverick Motivator

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About Monica Neubauer

As a Maverick Motivator, Monica Neubauer's content driven programming is about entrepreneurial focus, intentional choices, decisive and strategic problem solving which she delivers in a highly engaging and fun format. A maverick is an independent-minded person who believes in the freedom to choose their own definition of success and Monica incorporates that philosophy in her programming as she motivates her audiences and clients to apply what they learn directly to their own business and personal lives.

Monica has traveled to 48 states and 20 countries. Because of her broad base of education and experiences, her energy and dedication is directed towards creating a highly interactive learning environment so the audience leaves wanting more. Her topics include communication, modern selling practices, negotiation, problem solving and maintaining a healthy life balance throughout.

Monica Neubauer is a practicing and award-winning REALTOR® which continually allows her to provide relevant and current information in her educational programs. She has earned multiple real estate certifications, hosts the Center for REALTOR® Development Podcast for the National Association of REALTORS® and has been a contributor to REALTOR® Magazine, The Residential Specialist Magazine, The Tennessean Newspaper and various state publications. She is known for her ability to facilitate in-depth open conversations with industry leaders and being a contributor to updating national level curriculum for designation and/or certification coursework.

Monica Neubauer's personal mission is to live life "Funtentionally" – always paying attention to what is and isn't working and making the necessary changes for a successful life. She encourages people she connects with to acknowledge where they are, where they want to be and to make intentional choices about their use of time, money and relationships.

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What are 4 things that get a house sold?

What Does Motivation have to Do with Price?

What is a comparable?

What to Consider When Pricing a Property or Estimating Value?

Put a star by the ones that you need to consider.

Location _____

Garages _____

Age _____

Bathrooms _____

Upgrades _____

What about Unique Properties?

What is an Absorption Rate and why is it important?

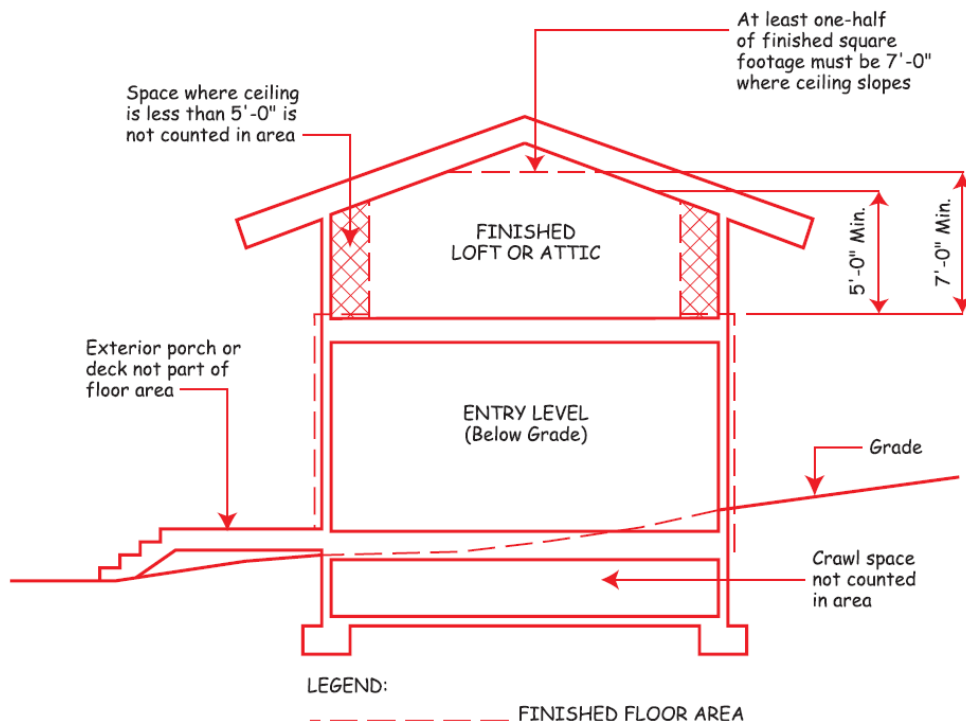
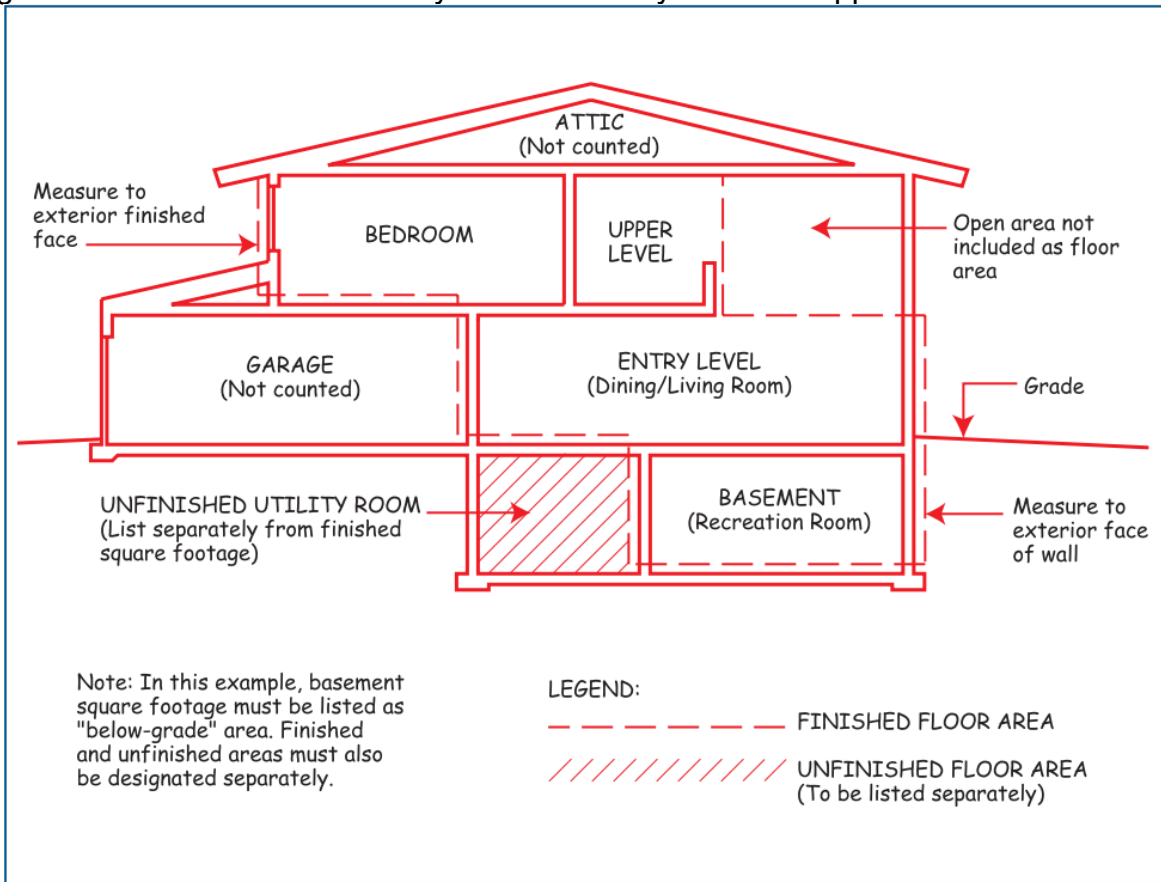
How can I work with an Appraiser?

Tools I can use to help me – Personal areas of application.

Take the Pricing Strategy Advisor class: www.PricingStrategyAdvisor.org

www.CRDPodcast.com
www.Zillow.com/Zestimate
www.NARRPR.com

From the ANSI Guidelines for appraisers. This is not to teach you how to measure square footage of a house. Don't measure yourself unless you are an appraiser.



Session Evaluation

Session Title: Pricing in a Shifting Market
 Presenter: Monica Neubauer

Date: _____

1. How did you find out about this program? (Select all that apply)

- Calendar handout College Bulletin E-Mail Fax
 Internet Mail MLS Newsletter
 Word of mouth Workplace Other

Session Evaluation

	<u>Excellent</u>	<u>Very Good</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>
2. Session content (worth time and money invested)	5	4	3	2	1
3. Contribution to overall career knowledge	5	4	3	2	1
4. Likelihood of actual use of session material	5	4	3	2	1

Presenter Evaluation

5. Demonstrated material and subject knowledge	5	4	3	2	1
6. Use of visual aids and technology	5	4	3	2	1
7. Encouraged student involvement & participation	5	4	3	2	1
8. Handout organization & ease of use	5	4	3	2	1
9. Handling of student questions & feedback	5	4	3	2	1
10. Overall presentation style	5	4	3	2	1

11. What could be done to improve the session? (Please use the back if you need more room)

12. If you felt the session was worthwhile and beneficial, please write down your comments for the meeting planner. (Please use the back if you need more room).

I hereby give Monica Neubauer permission to use my comments in her advertising efforts utilizing any and all media (i.e., internet, newspaper, radio, brochures, etc.)

 Sign Name

 Date

 Print Name