



**Williamsburg Real Estate School EDUCATION Corner**  
**April 29, 2019**



**CE and BROKER (BR) CLASSES**

Classes are posted on the WAAR website at [www.WAARealator.com](http://www.WAARealator.com)

**May**

- 2.....Antitrust 1 hr CE, BR
- 2.....Legal Update 1 hr CE w/flood
- 2.....Code of Ethics 3 hrs CE, BR
- 10...Virginia Escrow Requirements 3 hrs BR, .....pending CE
- 22...Video Marketing (not approved for credits)

**POST LICENSE (PL) CLASSES**

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**May**

- 2.....Code of Ethics (approved for PL)
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- 22....Video Marketing (not approved for PL)



***Ur Dues Dollars @ Work 4 U***

WAAR Members receive reduced pricing on most WAAR classes. Sign up today and receive quality education while taking advantage of WAAR Member pricing!



**Wednesdays at WAAR**

A series of REALTOR® marketing classes taught by Jon May....  
Classes begin at 9:30 am

WAAR Members - FREE  
Nonmembers - \$10/class

***Ur Dues Dollars @ Work 4 U***

**Wednesday, May 22.....Video Marketing**

Register online at [www.WAARealator.com](http://www.WAARealator.com)

## The RPR Guide to a Successful Listing Presentation



**Research the Subject Property:** For a clear indication of where the property has been and what its future could hold. From historical photos and mortgage records to current values, tax info, neighborhood and school data, distressed info and more. 4:53 minutes

**The RVM® and Confidence Score:** Go beyond traditional AVMs with the one and only REALTOR®-owned, automated valuation product. 1:37 minutes

**Refine the Value of a Property:** Create a customized valuation with flexibility. Adjust property info to reflect current characteristics, home improvements, market conditions and the home's condition. 2:59 minutes

**Comparative Analysis:** Create a price or price range based on comps and market information, as well as your knowledge of the property, neighborhood and market. 6:01 minutes

**Generate a Seller's Report:** The total package, customized with your brand. Options include side-by-side property comparisons, pricing strategy, local market conditions, and more. 2:11 minutes

**RPR App: Customize Cover Photo:** Use your phone or tablet to easily snap and upload photos of the home, then choose your favorite for the report's cover. 1:56 minutes

**RPR App: Working your presentation:** Anticipate and respond to every change in direction with RPR Mobile. 2:09 minutes

**[More videos from Realtor Property Resource....](#)**



[Click here to view the full WAAR Education Calendar.](#)



WAAR is proud to partner with the following online schools:

**The CE Shop:**

*Save 20% throughout April with the promo code APRIL20 at checkout. Save 20% throughout May with the promo code MAY20 at checkout.*

Post License Education

Continuing Education

Broker Continuing Education

Pre-License Education

**Career Web School On Course Learning:**

Post License Education

Broker Licensing

Continuing Education

**Alpha College of Real Estate:**

Alpha College of Real Estate

**MATRIX COMPUTER TRAINING CLASSES**

Although classes are primarily for New Users, they may be taken by anyone needing a refresher. Registration is not available online.

[Click here for a Registration Form...](#)

**WHO MAY ATTEND WAAR CLASSES?** All

members of WAAR to include affiliate members are welcome to attend WAAR classes at MEMBER rates. All non-members of WAAR, to include WMLS users only, business members who are not affiliate members and others may attend WAAR classes at NON-MEMBER rates. If you have questions, please call 253-0028. Members may register online at [www.WAARrealtor.com](http://www.WAARrealtor.com).

**[Click here for the WRES Registration and Cancellation Policies...](#)**

[Members may register for classes online at www.WAARrealtor.com](http://www.WAARrealtor.com)

**Important links to remember:**

Virginia Department of Professional and Occupational Regulation (DPOR)

Williamsburg Area Association of REALTORS® (WAAR)

Virginia REALTORS® (VR)

National Association of REALTORS® (NAR)

Visit our website at [www.WAARrealtor.com](http://www.WAARrealtor.com)



