

# Middleton Real Estate Training, Inc.

Middletontraining.com

## J346 - Accredited Luxury Home Specialist

Course Fee \$250.00 Includes Materials - 15 hours

Approved for 15 hours of real estate con-ed credit or can be used as 15 hours towards brokers pre-licensing credit along with 1-1/2 hours of fair housing credit.

### *Designation requirements:*

- \* Complete the comprehensive two day ALHS course
- \* Complete two sales with a luxury home buyer or seller where the purchase price is at least two time the average sales price in the market. The transaction must take place within 24 months of taking the course or anytime prior to taking the course.
- \* Be a member in good standing with NAR and the luxury home council, dues in the luxury home council are \$99 per year, but are free for the first year.

<b>Start Dates</b>	<b>Days</b>	<b>Time</b>
June 29 & 30	Thursday & Friday	8:30 am - 4:30 pm
September 25 & 26	Monday & Tuesday	9:00 am - 5:00 pm
December 7 & 8	Thursday & Friday	9:00 am - 5:00 pm
February 8 & 9	Thursday & Friday	9:00 am - 5:00 pm

## **J344 - Accredited Sellers Representative (ASR)**

Course Fee \$250.00 Includes Materials - 15 hours

Approved for 15 hours of real estate con-ed credit or can be used as 15 hours towards brokers pre-licensing credit along with 1-1/2 hours of fair housing credit. This course includes four modules of information to help licensees to differentiate and provide specialized training as a seller agent. Topic include these plus more:

- \*Agency office policy choices
- \*Comparable market analysis
- \*Staging exposure of property
- \*IDX and VOW
- \*Virtual tours
- \*Back up offers
- \*Inspection repair requests
- \*Last minute crisis
- \*Preparing for appointments
- \*Assessing the property
- \*Marketing plans and methods
- \*Listing strategies
- \*RESPA and fraud issues
- \*Offer presentation methods
- \*Renegotiating the sale
- \*Closing

<b>Start Dates</b>	<b>Days</b>	<b>Time</b>
August 14 & 16	Monday & Wednesday	9:00 am - 5:00 pm
October 20 & 24	Friday & Tuesday	9:00 am - 5:00 pm
January 17 & 23	Wednesday & Tuesday	9:00 am - 5:00 pm