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Kelly Newsome at Weichert, Realtors® - The Piedmont Sky Group Earns National Association of REALTORS® Pricing Strategy Advisor Certification

ATLANTA, Ga. / May 23, 2018 – Weichert, Realtors® - The Piedmont Sky Group, located just south of Atlanta, is proud to announce that Kelly Newsome has earned the nationally recognized Pricing Strategy Advisor (PSA) certification from the National Association of REALTORS® (NAR).

The certification is designed to enhance REALTORS' pricing skills, as well as demonstrate how to leverage technology and employ varied approaches when pricing properties.

"It's truly an honor to receive such a highly-coveted real estate certification from the largest and most prestigious professional association for REALTORS in the United States," said Kelly. "I'm constantly searching for ways to improve the quality of service I provide my clients. Obtaining this certification will help me more accurately determine fair market values for home buyers and sellers."



Kelly Newsome

Newsome earned his PSA designation after completing an intensive one-day course for the national certification, which provides REALTORS with the knowledge and skills to select appropriate comparables and make accurate adjustments, guide sellers and buyers through the details of comparative market analyses and the underlying pricing principles that inform them, and interact effectively with appraisers.

"Kelly is a tremendously talented REALTOR who is willing to go the extra mile to ensure his clients receive the best real estate service in the area," said Chris Hough, the broker/owner of Weichert, Realtors® - The Piedmont Sky Group. "Obtaining his PSA certification further demonstrates how dedicated Kelly is to his profession. We are extremely proud of Kelly for earning his PSA certification."

Newsome obtained his real estate license in 2017, the same year he started working at the Weichert® affiliate. He is part of a team of knowledgeable and dedicated agents at Weichert, Realtors® - The Piedmont Sky Group, which brings many years of combined expertise to its clients.

Newsome lives in Atlanta.

Weichert, Realtors® - The Piedmont Sky Group is an independently owned and operated Weichert affiliate. The office serves Hapeville, East Point, College Park and the surrounding intown-Atlanta communities.

For more information about Weichert, Realtors® - The Piedmont Sky Group, located at 631 N. Central Ave. in Hapeville, contact Chris Hough at 404-975-0717 or visit www.piedmontsky.com.

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About Weichert Real Estate Affiliates, Inc.: Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business." Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one of the top traditional residential real estate franchises in *Entrepreneur's* 2018 Franchise 500 and was identified in 2018 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 37 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

Each Weichert® franchised office is independently owned and operated.