



2017 Fall Housing Workshop

Being successful in real estate requires a comprehensive understanding of market conditions and emerging trends, coupled with strong communication skills. This one-of-a-kind workshop will provide the information and confidence you need to outpace the competition in the highly competitive world of real estate.

Here's sampling of what you'll learn at this informative event:

- Home Sale Trends:** Home purchase demand in New Jersey has continued to increase in 2017 despite the weak performance of the State's economy. When coupled with the shrinking inventory of homes being offered for sale, many sellers have gained the upper hand in their price negotiations with buyers. This is not playing out equally in all submarkets however across the state. We'll help you to sort it all out and identify the 'hot & cool' spots in your local submarket.
- Home Prices:** 'How much is my home worth' is the most asked question in real estate, which is why understanding where prices are today, and where they're heading in the future, is something you absolutely need to know. We'll provide you with the latest and most accurate information on home prices right down to the submarket level so you'll be able to answer your client's most pressing questions.
- Local Housing Report Cards:** There is no substitute for current data when it comes to understanding market trends in your local area. We'll help you to navigate your way through the intricacies of supply, demand & price trends with a town-by-town breakdown of local market conditions for more than 400 municipalities.
- Housing Forecast:** Change is both inevitable and perpetual as economic and demographic trends reshape local real estate markets. From this perspective, knowing what happens next creates a competitive advantage which can drive success. We'll provide you with a roadmap for what happens next in the New Jersey housing market over the months and years ahead.

Continuing Education Credits – this workshop has been approved with the NJ Real Estate Commission for 2 hours of elective course credit toward 2019 license renewal.

Registration Fee: \$99.00

WAIT LIST	<i>Liberty Corner</i>	<i>Somerset Hills Hotel</i>	<i>Thurs</i>	<i>Oct 5</i>	<i>9:30* - 12:00 noon</i>
	<i>Liberty Corner</i>	<i>Somerset Hills Hotel</i>	<i>Thurs</i>	<i>Oct 5</i>	<i>1:00** - 3:30 pm</i>
	<i>West Windsor</i>	<i>Mercer County Community College</i>	<i>Thurs</i>	<i>Oct 12</i>	<i>9:30* - 12:00 noon</i>
	<i>Hasbrouck Heights</i>	<i>Holiday Inn Hasbrouck Heights</i>	<i>Tues</i>	<i>Oct 17</i>	<i>9:30* - 12:00 noon</i>
	<i>Eatontown</i>	<i>Sheraton Eatontown</i>	<i>Tues</i>	<i>Oct 24</i>	<i>9:30* - 12:00 noon</i>
WAIT LIST	<i>East Hanover</i>	<i>Fairbridge Inn (former Ramada)</i>	<i>Thurs</i>	<i>Oct 26</i>	<i>9:30* - 12:00 noon</i>
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* Continental Breakfast (9:00 – 9:30 a.m.) // Light Refreshments (12:30-1:00 pm)					

Name		
Company		
Address City, State, Zip		
Email	Telephone:	
Cost	<input type="checkbox"/> Check for \$99 enclosed <input type="checkbox"/> Please charge the \$99 cost to my credit card as indicated below: Credit Card # _____ CSV Code _____ Expiration Date _____ Name on Card _____ Credit Card Billing Address _____	
Cancellation	Registration modifications will only be accepted when received in writing 7 calendar days prior to the event. Requests should be sent to seminars@otteau.com	

INSTRUCTIONS: Register on-line @ www.otteau.com or fax this form to 732-238-1113. Make checks payable to Otteau Group, Inc. Mail completed form & check to: Otteau Group, Inc.-100 Matawan Road, Suite 320 Matawan, NJ 07747

Questions? <<Email>> seminars@otteau.com <<Phone>> 800.458.7161