



2017 Spring Housing Workshop

Achieving success in the ever-changing world of real estate requires a clear understanding of present day circumstances and emerging trends, as well strong communication skills. This one-of-a-kind workshop will provide you the information and pricing tools you need to be successful in the 2017 housing market.

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

- **Home Purchase Demand:** While homes sales rose in New Jersey in 2016, the improvement was uneven across the state's diverse housing markets. Some places and price ranges experienced strong sales growth while others were relatively sluggish. We will help you to sort it all out and understand how your local submarket is performing.
- **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 have all the answers.
- **Local Housing Report Cards:** Navigating through the intricacies of supply & demand & price trends can be difficult and time consuming. We make it easy for you to understand with a town-by-town analysis of local market conditions and trends for 400 municipalities.
- **CMA Techniques:** A successful market plan requires at the most basic level an accurate projection of achievable selling price. We'll show you the most effective methodology to forecast value in 2017.
- **Housing Forecast:** There's no substitute for first-hand knowledge as a changing economy and rising interest rates reshape home sales. 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 is approved by the New Jersey Real Estate Commission for 2 hours of Elective Course credit towards 2017 license renewal. (Course Reference #: C20200627)

Registration Fee: \$99.00

SOLD OUT	Liberty Corner	Somerset Hills Hotel	Thurs	March 2	9:30* - 12:00 noon
SOLD OUT	Liberty Corner	Somerset Hills Hotel	Thurs	March 2	1:00** - 3:30 pm
	West Windsor	Mercer County Community College	Thurs	March 9	9:30* - 12:00 noon
	Hasbrouck Heights	Holiday Inn Hasbrouck Heights	Tues	March 21	9:30* - 12:00 noon
WAIT LIST	East Hanover	Fairbridge Inn (former Ramada)	Thurs	March 30	9:30* - 12:00 noon
	East Hanover	Fairbridge Inn (former Ramada)	Thurs	March 30	1:00** - 3:30 pm
	Eatontown	Sheraton Eatontown	Tues	April 4	9:30* - 12:00 noon

* 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