

2018 Fall Housing Workshop



It's time to get back to business now that the lazy days of summer have ended. This is especially timely because we've noticed a 'change in the air' as the pace of home sales has slowed in many New Jersey submarkets. Is the typical fall-season slump ...or... is something else happening? We'll help you sort it all out at our upcoming Fall Workshops to keep you abreast of this emerging market dynamic.

Being successful in real estate requires a clear understanding of emerging trends and strong communication skills. This one-of-a-kind workshop will provide the information and pricing tools you need to succeed in the 2018 housing market. Here's a sampling of what you'll learn:

- **State of the Housing Market:** Continuing improvement in the economy has pushed the New Jersey housing market to new heights in 2018. There is however mounting evidence of a significant slowdown in the 2nd half of the year as homebuyers push back on asking prices. We'll sort it all out for you with a comprehensive analysis of housing market trends in New Jersey ranging from the entry-level to super-luxury sectors.
- **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 analysis 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 conditions and trends.
- **Right Pricing Strategies:** Setting a competitive asking price right from the start has been proven to result in a higher selling price. This strategy is now more important than ever due to the lack of clarity regarding tax reform. We'll take you through the mechanics of this important marketing tool to maximize selling price.
- **Housing Forecast:** Changes are beginning to take shape in the New Jersey housing market as a stronger economy and rising home prices collide with mounting homebuyer price resistance. We'll provide you with a roadmap for what happens next in New Jersey's housing market, so you can better inform your clients and fine tune your business model.

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

Registration Fee: \$99.00

Iselin	APA Hotel Woodbridge	Mon	Oct 15	9:30* - 12:00 noon
West Windsor	Mercer County Community College	Tues	Oct 30	9:30* - 12:00 noon
East Hanover	Fairbridge Inn (former Ramada)	Thurs	Nov 1	9:30* - 12:00 noon
East Hanover	Fairbridge Inn (former Ramada)	Thurs	Nov 1	1:00** - 3:30 pm

* Continental Breakfast (9:00 am – 9:30 am) // ** Light Refreshments (12:30-1:00pm)

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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