



# 2018 Spring Housing Workshop

Being successful in real estate requires a clear understanding of present day circumstances, emerging trends, and strong communication skills. This essential 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:** An expanding economy usually results in increased home sales and rising prices. But with all the political chaos and the new tax law, it's difficult to know what to expect. 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.
- **Tax Reform Update:** By now you've heard the predications of Armageddon for the New Jersey housing market. This update to our special Tax Reform Workshops in January will analyze the early effects of the Tax Cuts & Jobs Act in 2018 and the longer term consequences of this landmark legislation. Don't miss this important update!
- **Housing Forecast:** There's no substitute for first-hand knowledge as the combined effects of a growing economy, rising interest rates and tax reform reshape the housing market. We'll provide you with a roadmap for what happens next in the New Jersey housing market so you can better inform your clients and fine tune your business model.

*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.*

**Early Registration Fee: \$89.00 through February 12, 2018**

**Registration Fee: \$99.00**

<b>WAIT LIST</b>	<i>Basking Ridge</i>	<i>The Olde Mill Inn</i>	<i>Thurs</i>	<i>March 1</i>	<i>9:30* - 12:00 noon</i>
<b>WAIT LIST</b>	<i>Basking Ridge</i>	<i>The Olde Mill Inn</i>	<i>Thurs</i>	<i>March 1</i>	<i>1:00** - 3:30 pm</i>
	<i>West Windsor</i>	<i>Mercer County Community College</i>	<i>Wed</i>	<i>March 7</i>	<i>9:30* - 12:00 noon</i>
	<i>Tinton Falls</i>	<i>Doubletree by Hilton</i>	<i>Thurs</i>	<i>March 15</i>	<i>9:30* - 12:00 noon</i>
	<i>Hasbrouck Heights</i>	<i>Holiday Inn Hasbrouck Heights</i>	<i>Wed</i>	<i>March 21</i>	<i>9:30* - 12:00 noon</i>
<b>WAIT LIST</b>	<i>East Hanover</i>	<i>Fairbridge Hotel</i>	<i>Wed</i>	<i>March 28</i>	<i>9:30* - 12:00 noon</i>
	<i>East Hanover</i>	<i>Fairbridge Hotel</i>	<i>Wed</i>	<i>March 28</i>	<i>1:00** - 3:30 pm</i>

\* Continental Breakfast (9:00 – 9:30 a.m.) // \*\* Light Refreshments (12:30 – 1:00 p.m.)

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 <a href="mailto:seminars@otteau.com">seminars@otteau.com</a>	

**INSTRUCTIONS:** Register on-line @ [www.otteau.com](http://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](mailto:seminars@otteau.com) <<Phone>> 800.458.7161