



2018 Tax Reform Workshop

Tax Reform Is Now Law - Now that the [Tax Cuts and Jobs Act](#) has been signed by the President, it's time to assess its impact on the housing market. Two of its more controversial provisions limit the deductibility of State & Local Taxes (SALT) to \$10,000 and mortgage interest to a maximum loan balance of \$750,000. In high tax states like New Jersey, and New York, this is causing quite an uproar including predictions of Armageddon and that the 'The Sky is Falling'. And yet, despite the extensive media coverage and commentary, there is more confusion than clarity as to the effects on home purchase demand in 2018 and beyond.



Don't panic! In response to a flood of requests, we're hosting a one-time event to focus solely on this critical issue so you can educate your customers, clients and organizations on what this means for housing. Here's a sampling of what you'll learn at this [can't miss event](#):

- **The Facts of the Matter:** As a starting point, we'll lay out the details of the new tax law, in simple terms so, you can understand it, and explain it.
- **Impacts on the Cost of Home Ownership:** We'll take you through a series of analytics to explain how the provisions of the new law will affect the entire spectrum of the market, from first-home buyers with limited income all the way up to the luxury market with its higher property taxes, mortgage balances and incomes.
- **Vacation Homes:** The SALT limitations also take aim at 2nd home ownership, which is a critical demand component along the 'Jersey Shore', and elsewhere. Learn about the new law's effects on this important submarket.
- **Effects on Home Prices:** I'm sure you've read the headlines by now...some of which are predicting a crash in home values for high-tax markets like New Jersey and New York. We'll quiet down all the hysteria by sorting out 'fact from fiction' as to the effects on the single most important financial investment of a lifetime.

Location: APA Hotel Woodbridge
Registration Fee: \$69.00

SOLD OUT	Woodbridge	APA Hotel	Tues	January 9th	10:00* - 12:00 noon
SOLD OUT	Woodbridge	APA Hotel	Tues	January 9th	1:00** - 3:00 pm
SOLD OUT	Woodbridge	APA Hotel	Fri	January 12th	10:00* - 12:00 noon
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* Continental Breakfast (9:30 – 10:00 a.m.) // **Light Refreshments (12:30-1:00 pm)

Name		
Company		
Address City, State, Zip		
Email	Telephone:	
Cost	<input type="checkbox"/> Check for \$69 enclosed <input type="checkbox"/> Please charge the \$69 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