

CRE Risk Forecast



As we get ready to close the books on 2018 and ring in the New Year, it is time to focus on what's ahead for the economy and commercial real estate markets. This is especially timely as the Federal Reserve's more restrictive fiscal policy seems to be creating a glide path toward slower growth and the next recession, as is already evident in a decelerating housing market which is usually a leading indicator.

This one-of-a-kind workshop will provide the information and forecasts you need to continue your success in 2019 & Beyond! Here's a sampling of what you'll learn:

- **Economic Warning Signs:** Conditions in the economy have a straight-line correlation to real estate demand. While the US economy continues to grow, and announcements by Unicom and Amazon promise additional job creation, early warning signs are taking shape as interest rates rise and the stock market becomes more volatile. We'll help you sort it all out in a comprehensive analysis of today's economic indicators and what they tell us about the future.
- **CRE Metrics:** Although demand for commercial real estate continues to rise, not all submarkets are performing equally with some accelerating and others showing signs of fatigue. We'll analyze which-is-which in this fast-paced roundup of CRE market performance as the economy moves closer to a record breaking 10-year expansion.
- **Property Valuations** – Understanding where CRE prices are today, and heading in the future, is something market participants absolutely need to know. To this point, a roaring national economy and investor confidence have pushed cap rates lower, and commercial real estate values higher, despite rising interest rates. Find out the latest developments for asset values in this timely segment on price trends.
- **Construction Spending** – Spending on new construction and value-add projects is a major economic engine with vast implications for the larger economy. Join us for this deep dive on where the money is being spent, including hotspots around the state.
- **Risk Assessment:** Assessing risk requires an understanding of how cyclical trends in the economy and real estate markets intersect with less predictable disruptive forces that occur more rapidly. This segment will identify the strengths and weaknesses of the various CRE sectors as the pace of change accelerates and the next recession draws closer.
- **CRE Forecast:** We'll provide you with a roadmap for what happens next in this closing segment as we leave 2018 behind and turn our sights to what lies ahead to fine tune your business model for 2019 and beyond.

Approved by American Planning Association NJ Chapter for 2 CM Credits (Course 9165722)

Approved for New Jersey Assessors for 2 credits in Property Appraisal (Course 20190110-01)

Approved for New Jersey Appraisers for 2 credits (Course 2018-5200001)

Approved with NJ Real Estate Commission for 2 hours of Elective Credit (Course C20202175)

Thursday January 10, 2019 – 10 am*–12:10pm

* Continental Breakfast (9:30am–10:00am)

APA Hotel Woodbridge, Iselin

Registration Fee: \$159.00

Name		
Company		
Address City, State, Zip		
Email		Telephone:
Cost	<input type="checkbox"/> Check for \$159 enclosed <input type="checkbox"/> Please charge the \$159 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