

CRE Risk Forecast



Now that the Mid-Term Elections have provided some political clarity and 2018 is winding down, it is time to focus on what the New Year will bring. 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 Direction:** Conditions in the economy have a straight-line correlation to real estate demand. While the US economy continues to accelerate, Manhattan is cooling and New Jersey begins to waken from its long running slump, early warning signs are taking shape on the horizon. We'll help you to 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.

Continuing Education Credits pending in New Jersey for RE Licensees, Appraisers, Planners & Assessors.

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

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

APA Hotel Woodbridge, Iselin

Registration Fee: \$159.00

Early Registration Fee: \$129.00 through December 15, 2018

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| 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