



2019 Spring Housing Workshop

As the pace of change quickens, and we edge closer to the next economic recession, the future track of the housing market has become less certain. We'll let you know what to expect for the Spring selling season, and the remainder of 2019, in this information packed workshop. Here's a sampling of what you'll learn:

- **State of the Housing Market:** We've already seen a significant pullback in homes sales in recent months due to affordability constraints and mortgage rates are expected to drift even higher in the coming months. Is this the end of the good times in the housing market, or will Millennial home buying and rising salaries in New Jersey save the day?
- **Home Prices:** Although home prices have been increasing in recent years, the recent sales slowdown and increasing economic uncertainty make the future less certain. We'll provide you with the latest analysis on where prices are today, and where they're heading in the future, 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.
- **Marketing Strategies:** Creating an effective marketing plan makes all the difference. Find out how competitive pricing can attract the highest price in the shortest time. We'll take you through the mechanics of this important marketing tool to maximize selling price.
- **Housing Forecast:** There's no substitute for first-hand knowledge as to the driving forces behind home buying demand. 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.

Registration Fee: \$109.00

SOLD OUT	Basking Ridge	The Olde Mill Inn	Thurs	Feb 28	9:30* - 12:00 noon
SOLD OUT	Basking Ridge	The Olde Mill Inn	Thurs	Feb 28	1:00** - 3:30 pm
SOLD OUT	Hasbrouck Heights	Holiday Inn Hasbrouck Heights	Tues	March 5	9:30* - 12:00 noon
<input type="checkbox"/>	Eatontown	Sheraton Eatontown	Wed	March 13	9:30* - 12:00 noon
<input type="checkbox"/>	West Windsor	Mercer County Community College	Tues	March 26	9:30* - 12:00 noon
SOLD OUT	East Hanover	Fairbridge Hotel	Thurs	March 28	9:30* - 12:00 noon
<input type="checkbox"/>	East Hanover	Fairbridge Hotel	Thurs	March 28	1:00** - 3:30 pm

* 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 \$109 enclosed <input type="checkbox"/> Please charge the \$109 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