

# 2011 Fall Market Workshop

Presented by: **OTTEAU VALUATION GROUP**

Succeeding in today's real estate market requires timely information, cutting edge pricing skills and the ability to communicate trends effectively. Don't miss this unequalled seminar providing critical information on emerging housing trends and be prepared for the recovery ahead. Here's a sampling of topics to be covered:

- **Emerging Housing Trends** – The slump in home sales following the expiration of last year's homebuyer tax credits seems to be reversing with emerging signs of rising sales pace. At the same time however, the economic recovery remains stalled and buyer confidence in the future direction in home prices remains low. We'll help you to sort it all out so that you can set reasonable expectations for what's ahead in the housing market.
- **Local Housing Report Cards** – Navigating through the intricacies of supply & demand is both challenging and time consuming. We'll make it easy for you with this handy town-by-town analysis of local market conditions for 400 New Jersey municipalities. With this valuable information you'll have the all facts you need to speak authoritatively on current and forecasted trends at the local submarket level.
- **Home Price Trends** – What's happening to home prices depends entirely on Location, Location, Location. Some markets find themselves in the midst of a double-dip, some have been relatively stable, and others have seen price increases due to low supply and strong demand. Find out the latest on home prices and where they're heading in your submarkets.
- **Warning: Foreclosure Surge Ahead** - The moratorium on foreclosure actions over the past year has created a backlog of properties stuck in the pipeline. Once this log jam is cleared a flood of foreclosure actions is expected which could place additional downward pressure on home prices. Closer analysis of these pending foreclosures however indicates high concentrations in some markets, while others have been largely unaffected. Find out where the foreclosure crisis will be worst and when the flood is likely to hit the market.
- **CMA Best Practices** – Let's be honest – estimating anticipated sales price in these uncertain times can be intimidating. We'll share some key pointers to help get you on track toward Right Pricing! Also included in this segment is our latest Home Feature & Remodeling Report to help you solve the housing price puzzle by understanding the basic building blocks of CMA pricing.
- **Housing Market Forecast** – This year's housing market has more uncertainty than last year given that tax credits are no longer stimulating purchase demand. Also in the mix is the unexpected recent rise of home mortgage interest rates which should convert some pent-up demand into spring home sales out of fear that rates will continue to rise in the future. This segment will provide you with a clear understanding of what to expect in the months and years ahead from the New Jersey housing market.

## Registration Fee: \$99.00

	Liberty Corner	Somerset Hills Hotel	Thurs	Oct 6	* 9:30 - 12:00 noon
	Liberty Corner	Somerset Hills Hotel	Thurs	Oct 6	**1:00 - 3:30 p.m.
	East Hanover	Ramada East Hanover	Thurs	Oct 20	* 9:30 - 12:00 noon
	Eatontown	DoubleTree Tinton Falls	Thurs	Oct 27	* 9:30 - 12:00 noon
	Princeton	Conference Center @ NJ Hospital	Thurs	Nov 3	* 9:30 - 12:00 noon

Note: \* Continental Breakfast (9:00 a.m. - 9:30 a.m.) / \*\* Light Refreshments (12:30 p.m. - 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: Card Type _____ Credit Card # _____ CSV Code _____ Name on Card _____ Complete Credit Card Billing Address _____ _____ Expiration Date on Card _____				
Cancellation	Refunds only if cancellation is received in writing 7 calendar days prior to event				

**INSTRUCTIONS:** Register on-line @ [www.otteau.com](http://www.otteau.com) or fax this form to 800.273.3295.

If paying by check, make payable to Otteau Valuation Group, Inc. and mail completed form & check to:

Otteau Valuation Group - 15 Brunswick Woods Drive - East Brunswick, New Jersey 08816

**Questions?** <<Email>> [seminars@otteau.com](mailto:seminars@otteau.com) <<Phone>> 800.458.7161