

2012 Spring Housing Market Workshop

Presented by: **OTTEAU VALUATION GROUP**

Succeeding in today's challenging real estate market requires cutting edge pricing techniques and the ability to communicate emerging trends convincingly. With New Jersey home sales rising in recent months, the housing market appears to be transitioning to recovery. This one-of-a-kind workshop will explore these recent trends and provide you with the skills you need to be successful in 2012. Here's a sampling of topics to be covered:

- **Emerging Housing Trends:** It's been a bumpy ride for home sales recently as the slow pace of economic recovery has extended the housing slump. There is however continuing signs that the pace of home sales will increase in 2012 after stabilizing in recent months. We'll help you to sort it all out so that you can set reasonable expectations for what will occur in the 2012 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 all the 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 heavily on location. Some markets find themselves in the midst of a double-dip, some have been relatively stable, and still others are experiencing price increases. 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 in specific areas of the state. Find out where the foreclosure crisis will be worst and when the surge is likely to come ashore.
- **CMA Best Practices:** Estimating anticipated sales price isn't an easy task in these uncertain times. We'll get you on the right track with key pointers on 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 basics of CMA pricing.
- **Housing Market Forecast:** Home price declines in recent years coupled with historic low mortgage interest rates have balanced the housing affordability equation in New Jersey. Also, rising rental prices and the potential for further interest rate declines are tilting the Rent-Buy decision in favor of home ownership. This segment will provide a clear understanding of what to expect from the New Jersey housing market in 2012, and beyond.

Continuing Education Credits – this workshop is approved by the NJ Real Estate Commission for 3 hours of elective course credit toward license renewal. Licensees seeking credits must arrive no later than 9:40 AM or 1:10 PM (dependent upon session selection) and remain present for the entire workshop. Photo ID and Real Estate License Pocket Card are required at check-in.

Registration Fee: \$99.00

SOLD OUT	Liberty Corner	Somerset Hills Hotel	Thurs	Mar 15	9:30 - 12:00 noon
SOLD OUT	Liberty Corner	Somerset Hills Hotel	Thurs	Mar 15	1:00 – 3:30 p.m.
SOLD OUT	Tinton Falls	DoubleTree Tinton Falls	Thurs	Mar 22	9:30 - 12:00 noon
SOLD OUT	Tinton Falls	DoubleTree Tinton Falls	Thurs	Mar 22	1:00 – 3:30 p.m.
SOLD OUT	East Hanover	Ramada East Hanover	Mon	Mar 26	9:30 - 12:00 noon
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SOLD OUT	Princeton	Conference Center @ NJ Hospital	Thurs	Mar 29	9:30 - 12:00 noon
	Liberty Corner	Somerset Hills Hotel	Weds	Apr 11	9:30 - 12:00 noon
	Liberty Corner	Somerset Hills Hotel	Weds	Apr 11	1:00 – 3:30 p.m.

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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 _____ Expiration Date _____ Name on Card _____ Credit Card Billing Address _____	
Cancellation	Refunds & Registration Modifications will only be accepted when received in writing 7 calendar days prior to the event	

INSTRUCTIONS: Register on-line @ 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 <<Phone>> 800.458.7161