

12 CLE CREDITS INCLUDING ETHICS
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22ND ANNUAL

REAL ESTATE INSTITUTE

The Biggest and Best Real Estate Conference in Pennsylvania

- ▶ Gain insights, valuable tips
- ▶ Catch up on new developments
- ▶ Choose the subjects that are most relevant to your practice
- ▶ Discuss problems and concerns with old friends and new colleagues



Continuing Legal Education Arm
of the Pennsylvania Bar Association

Philadelphia
Thurs. & Fri., Dec. 6 & 7, 2018

Pennsylvania Convention Center
12th and Arch St.

REAL ESTATE INSTITUTE 2018

THE RULES OF THE GAME ARE CONSTANTLY CHANGING

As a real estate lawyer, you know that. You can count on the Real Estate Institute to make sure you are up-to-date on all facets of the industry.

Catch up on the year's most significant case law, current legislation, practice fundamentals, trends and strategies.

Invigorate your practice with new ideas and fresh approaches to handling the tough issues in real estate practice.

WHAT YOU'LL DISCOVER

40 sessions including 8 Just The Basics, 20 Intermediate and 6 Advanced Level plus 4 Ethics.

- From Millennials to Active Adult Housing & everyone in between!
- Residential and Commercial Construction including Contract Drafting and Litigation
- Tax assessment, Transfer Taxes & Title Insurance
- Mechanics Lien Law & Commercial Leases
- Condominiums, HOAs & Planned Communities
- Mortgages, Bankruptcy & Foreclosures
- Tax Cuts, Eminent Domain & Environmental Issues
- Letters of Intent, 1031 Exchanges, PAR & Deeds

KEYNOTE SESSIONS

DEC
06

THURSDAY'S OPENING PLENARY SESSION

A Year in Review

We know it's tough to stay on top of all of the significant case law developments. That's why we developed the Year in Review kickoff session to keep you apprised of everything that's happened in the past year and what it means for you and your practice.

Blair Granger, Tina Makoulia and **Carl Weiner** have studied the cases and regulatory changes in-depth. They will share their scholarship and insights into how the case law and legislative developments affect the advice you give to your clients.

DEC
07

FRIDAY'S PLENARY SESSION

Federal and State Enforcement and Regulatory Activity Impacting Real Estate Transactions

The panel boasts an assembly of thought leaders considering the latest trends and actions in Pennsylvania and local federal criminal and civil enforcement and regulatory or legislative activity that affects participants in the commercial or consumer real estate industry.

THE PANEL

Susan A. Apel, Esq.

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Join us!

Whether you specialize in property owners' rights, contracts, zoning, landlord/tenant issues or any other aspect of real estate law, you will find what you need at the **22nd Annual Real Estate Institute**.

Over 400 real estate lawyers attended last year's Institute. If you're a regular, we look forward to welcoming you back. If you are a "first timer," come prepared for a great learning experience. Register today - online or by telephone, fax or mail. You'll be glad you did.

7:45 – 8:25 Check-in and Continental Breakfast
8:25 – 8:30 Welcome & Introductory Remarks

KEYNOTE

8:30 – 9:30 **1 - The Year in Review**
Mr. Granger, Ms. Makoulia & Mr. Weiner

9:30 – 9:45 *Break*

9:45 – 10:45

2 JUST THE BASICS

Negotiating the New PAR
Residential Agreement of Sale

Mr. Goldsmith

3

Estate Administration of Real
Estate: Issues and Developments

Mr. Chariton

4

Lien Divestiture Starts with a Sale

Mr. Schwager & Somach

5 ADVANCED

Bad Boys: Negotiating Recourse
Carve-Outs in Complex
Commercial Real Estate
Finance Transactions

Mr. Ginsburg & Mr. Hackman

10:45 – 11:00 *Break*

11:00 – 12:00

6 JUST THE BASICS

Annual Condo/HOA Case Law
and Legislative Update

Mr. Granor & Mr. Sugarman

7

Insurance in Commercial
Real Estate Documents;
Understanding the Nuances

Mr. Fineman & Mr. Wagner

8

Commercial Leasing

Mr. Crumley, Mr. Lozoff, & Mr. Simon

9 ETHICS

You Can't Represent the Property!
Who is Your Client? Avoiding
Liability Traps in Transactions,
Zoning, and Land Use

Mr. Troy

12:00 – 1:00 *Lunch (included in your tuition)*
12:30 – 12:45 **7 in 7 Tech Tips with Jim Tupitza—Room 105**

1:00 – 2:00

10 JUST THE BASICS

Latest Trends in Municipal,
Developer and Homeowner
Association Roles in Stormwater
Management

Mr. Weiner

11

Mortgage Servicing Regulation
Update

Mr. Bernstein

12

The Upside-Down World of Short-
Term Rentals

Mr. Granor & Mr. Woodburn

13 ETHICS

Who Exactly Is Your Client?

Mr. Granger & Mr. Lewis

2:00 – 2:15 *Break*

2:15 – 3:15

14 JUST THE BASICS

Counselling Mom & Pop Landlords

Mr. Friedman

15

Confessions of Judgement —
The Good, The Bad, and The Ugly

Mr. Brahlin

16

Changes in Property Assessments
and Assessment Appeals in the
City of Philadelphia

Mr. Aldinger, Mr. Laver & Mr. Nix

17 ADVANCED

Wholesaling of Real Estate:
A Path to Profit or Prison?

Mr. Toppin

3:15 – 3:30 *Break*

3:30 – 4:30

18

The Art of Commercial Eviction

Mr. Menchyk

19

Key Issues in Real Estate Joint Ventures

Ms. Kotzen & McCormick

20 ADVANCED

Payment Bonds, the Prompt Payment Acts
and Limiting and Responding to Lien Claims:
Practical Responses to Contractors' Favorite
Weapons

Mr. Watson

7:45 – 8:25 Check-in and Continental Breakfast
8:25 – 8:30 Welcome & Introductory Remarks

KEY/NOTE

8:30 – 9:30

21 - Federal and State Enforcement and Regulatory Activity Impacting Real Estate Transactions

Ms. Apel, Mr. Bernstein, Ms. Carle, Mr. Pepe, Mr. Stigall & Mr. Stutzman

9:30 – 9:45

Break

22 JUST THE BASICS

From Commitment to Policy:
Navigating Title Insurance
Coverages and Claims

Mr. Ardes, Ms. McEntee & Mr. Yarsky

23

Deed Follies: Stories of Deeds
Gone Wrong

Ms. Fagnilli & Mr. Kosir

24

Sign, Sign, Everywhere a
Sign ... Signs, "Political"
Speech, Religion and the First
Amendment in Community
Associations

Ms. Brady & Mr. Hoffman

25 ADVANCED

PA Construction Law Update
– Contractor & Subcontractor
Payment Act Changes &
Mechanics Lien Update

Mr. Edelstein

10:45 – 11:00

Break

26 JUST THE BASICS

Creating your First Common
Interest Community: An Overview
for Creating Projects Under the
Condominium and Planned
Community Acts

Mr. Hume

27

State of the Local Economy
and Real Estate Markets for
Residential and Commercial
Sectors

Dr. Gillen

28

Retail Bankruptcies: Impacts for
Landlords and Co-Tenants

Mr. Argentina & Mr. Flame

29 ETHICS

Ethics Issues Unique to
Foreclosures

Mr. Hurwitz

12:00 – 1:00

Lunch (included in your tuition)

12:30 – 12:45

7 in 7 Tech Tips with Jim Tupitza —Room 105

30 JUST THE BASICS

Litigating Common Disputes
Under the PAR Agreement of Sale

Mr. Goldsmith

31

Commercial Loan Transactions –
The Borrower's Perspective

Ms. Ochrach

32

Pay Attention . . . Words Matter

Ms. Smith

33 ADVANCED

1031 Exchanges: The New World

Mr. Heller & Ms. McDonnell

2:00 – 2:15

Break

34 JUST THE BASICS

Land Use: When is Your Project by
Right? When is it Not by Right?

Mr. Tupitza

35

Regulatory Taking

Ms. Edwards

36 ADVANCED

The Impact of the TCJA (The New
Tax Act) on Real Estate

Mr. Sedlack

37 ETHICS

Ethics & Social Media - Putting
Your Best Face Forward

Mr. Franey

3:15 – 3:30

Break

38

Construction Contract Drafting

Mr. Braber & Mr. Charlson

39

How to Do 90 Minutes of Legal Work in 60 minutes

Mr. Siegel

40

Letters of Intent – The Good, The Bad,
and The Ugly

Mr. Gosfield

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Thurs., Dec. 6 & Fri., Dec. 7

- ☐ \$575 Standard tuition
- ☐ \$275 Attorneys licensed 5 years or less, judicial law clerks & paralegals

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(Includes course book or electronic version, continental breakfast, refreshment breaks and lunch)

☐ Thurs., Dec. 6 ☐ Fri., Dec. 7

- ☐ \$350 Standard tuition
- ☐ \$175 Attorneys licensed 5 years or less, judicial law clerks & paralegals

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***All attendees of this course will receive the course book as a digital download. A printed copy of the course book is available, at a discount to attendees, for \$80. Additional copies are available at full price (\$149). If you wish to purchase the printed version of the course book, please call PBI Customer Service at 800-932-4637.**

Printed versions of the course book will not be distributed at the course; please allow up to two weeks after the program for the printed versions of the course book to be shipped.

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