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Allegheny County
Bar Association



5080 Ritter Road
Mechanicsburg, PA 17055-6903

PBI

REAL ESTATE 101

Basic tools of the trade

PITTSBURGH | THU., SEPT. 22, 2016

PHILADELPHIA | WED., SEPT. 28, 2016

MECHANICSBURG | FRI., OCT. 7, 2016

LIVE WEBCAST | WED., SEPT. 28, 2016

SIMULCAST | WED., SEPT. 28, 2016

Details inside.

REGISTER TODAY!

800-932-4637 | www.pbi.org

PBI

Continuing Legal Education Arm
of the Pennsylvania Bar Association

REAL ESTATE Basic tools of the trade 101

Pittsburgh | Thu., Sept. 22, 2016

Philadelphia | Wed., Sept. 28, 2016

Mechanicsburg | Fri., Oct. 7, 2016

Live Webcast | Wed., Sept. 28, 2016

Simulcast | Wed., Sept. 28, 2016

Bellefonte, Chambersburg, Greensburg, Honesdale,
Lebanon, Meadville, Montrose, New Castle,
Plymouth Meeting, Reading

9:00 am to 4:15 pm; check-in begins at 8:30 am

**6
CE**

This program has been approved by the Pennsylvania Insurance
Department for 6 hours of continuing education credit.

**6
CLE**

This program has been approved by the Pennsylvania Continuing Legal Education
Board for 5 hours of CLE credit in substantive law and 1 hour in ethics.
Ethics information has been integrated throughout this program. To receive ethics
credit, you must attend the entire course.

**6
CLE**

5 SUBSTANTIVE | 1 INTEGRATED ETHICS | 6 CE

REAL ESTATE 101

Basic tools of the trade

This program will cover the nuts and bolts of buying and selling residential property as well as provide an introduction to some important real estate topics often encountered in practice.

You will learn the fundamentals of a residential real estate transaction from your client's first encounter with a real estate broker through funding the deal at closing. Know how to best advise and represent a client whether they are a buyer or seller, get some tips on how to work well with other professionals involved in a real estate deal, and some ideas on what to do when your client comes to you after they have signed a contract. Learn from experienced attorneys about the common pitfalls and local quirks that can derail a deal and how to handle surprises at closing. Most importantly, learn enough to recognize what you don't know and how to find the information your client needs to know before closing a residential deal.

You will also get an introduction to some important areas of real estate practice including landlord tenant law, fair housing, the basics of mechanics' liens and seller's disclosure law.

DATES & LOCATIONS

9:00 am to 4:15 pm; check-in begins at 8:30 am

Pittsburgh
Thu., Sept. 22, 2016
PBI Professional
Development Conf. Ctr.
Heinz 57 Center
339 Sixth Ave., 7th Fl.

Philadelphia
Wed., Sept. 28, 2016
The CLE Conference Ctr.
Wanamaker Building
10 Fl., Ste. 1010

Mechanicsburg
Fri., Oct. 7, 2016
PBI Conference Center
5080 Ritter Rd.
Rossmoyne Exit, Rt. 15

Simulcast | Wed., Sept. 28, 2016

Bellefonte
Centre Co. Bar Assn.
Eugene Lederer Bar Ctr.
232 Match Factory Pl.

Lebanon
Lebanon Co. Bar Assn.
547 S. 10th St.

New Castle
Penn State Coop. Ext.
of Lawrence Co.
Lawrence Co. Cthse.
430 Court St., 3rd Fl.

Chambersburg
Franklin Co. Bar Assn.
100 Lincoln Way East

Meadville
Economic Progress
Alliance Conference Ctr.
William J. Douglass Jr.
Corporate Conf. Ctr.
764 Bessemer St.

Plymouth Meeting
LaSalle University
Montgomery Co. Ctr.
4000 Chemical Rd.

Greensburg
Westmoreland IU 7
102 Equity Dr.

Montrose
The Community
Foundation
of the Endless Mountains
270 Lake Avenue

Reading
Berks Co. Bar Assn.
544 Court Street

Honesdale
Wayne Co. Bar Assn
922 Church St., 2nd Fl.

LIVE WEBCAST | WED., SEPT. 28, 2016

Go to catalog.pbi.org to register.

SCHEDULE

- 9:00 - 9:30** **Buying and Selling Residential Real Estate, The Players:**
- Role of the Realtor® • Role of the Attorney
 - Role of the Title Agent
- 9:30 - 10:00** **Sellers Disclosure and Buyer's Due Diligence:**
- Real Estate Sellers Disclosure Law
 - Home Inspection Law
- 10:00 - 10:15** Break
- 10:15 - 11:45** **Buying and Selling Residential Real Estate, The Transaction:**
- Forms • Contingencies • Inspections • Second Negotiation
- 11:45 - 12:30** **Closing, Buyers:**
- Walk-through(s) • U&O • TRID • Closing Documents
- 12:30 - 1:00** Lunch (included for all)
- 1:00 - 1:15** **Closing, Sellers:**
- U&O • TRID • Closing Documents
- 1:15 - 1:45** **Closing, Title Agent:**
- Title search, Title Binder • Closing Disclosure • ALTA SS
- 1:45 - 2:45** **Landlord & Tenant:**
- Evictions • Abandonments • Terminations • Dead Tenants
- 2:45 - 3:00** Break
- 3:00 - 3:30** **Fair Housing Law Basics**
- 3:30 - 4:00** **Boundary Disputes:**
- Easements • Encroachments • Adverse Possession
- 4:00 - 4:15** **Q&A**

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Registration Policy: Pre-registered customers will receive priority on the distribution of course materials. Walk-in registrations will be accepted on a space-available basis. Please check www.pbi.org or call (800) 247-4724 to confirm space is available and the schedule has not changed.

Registration Transfers: Requests for transfers will be honored if they are received before the course date.

Services for Persons with Disabilities: If you require special arrangements, please contact Customer Service at (800) 932-4637 at least ten days before the course date.

Speaker Substitutions: PBI reserves the right to substitute speakers at all programs.

PBI Scholarships: PBI offers substantially reduced tuition for most PBI seminars to allow attorneys experiencing financial hardship to fulfill their mandatory education requirement. For details and an application, contact Scholarship Administrator at scholarships@pbi.org or (800) 932-4637, ext. 2284 at least 30 days before the program. (Scholarships are not available for Online CLE.)

Legal Services/ Public Interest Lawyers: PBI will provide a complete waiver of tuition fees for the first 12 hours of CLE taken to satisfy the Pennsylvania mandatory CLE requirement in any calendar year for all attorneys employed on a full-time basis by Pennsylvania civil or criminal Section 501(c)(3) legal services or public interest organizations. For additional courses (over and above the first 12 hours), eligible attorneys may enroll at 50 percent of the highest member fee. This waiver applies only to attorneys in Section 501(c)(3) organizations that provide legal services at no or de minimus fee to individual members of the public.

Registration Confirmation: To receive a confirmation, please be sure to include your email address on the registration form.

Weather Related Cancellations: Check www.pbi.org or call (800)-932-4637 ext. 2205.

REAL ESTATE 101

9423
ml/aj-6/21/2016

DATES & LOCATIONS

- Pittsburgh | Thu., Sept. 22, 2016
- Philadelphia | Wed., Sept. 28, 2016
- Mechanicsburg | Fri., Oct. 7, 2016
- Simulcast | Wed., Sept. 28, 2016

Location: _____

TUITION (INCLUDES COURSE BOOK AND LUNCH)

- \$249 Members — Pa., or any co. bar assn.
- \$239 Members admitted after 1/1/12
- \$269 Nonmembers
- \$99 Paralegals attending with an atty.
- \$129 Paralegals attending alone
- \$125 Judges and judicial law clerks
- \$115 Judges and judicial law clerks admitted after 1/1/12

WEBCAST Go to catalog.pbi.org for webcast tuition and to register. Online tuition differs from live course tuition.

BOOK & AUDIO CD AVAILABLE

- Course Book 2016-9423 \$79 plus \$8.00 S&H & \$5.22 tax (\$92.22)
- Audio CD ACD-9423 \$39 plus \$8.00 S&H & \$2.82 tax (\$49.82)
- Audio CD & Book Set ACDS-9423 \$109 plus \$8.00 S&H & \$7.02 tax (\$124.02)

If you are ordering course materials separately, please allow two weeks after the first program for the shipment of books and 4 to 6 weeks for shipment of the CDs and book/CD sets.

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