The Biggest and Best Real Estate Conference in Pennsylvania

- Gain insights and 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

NEW LOCATION THIS YEAR!
The Real Estate Institute has MOVED to the Wanamaker Building!

PHILADELPHIA
Thu. & Fri., Dec. 5 & 6, 2019
The CLE Conference Center
Wanamaker Building, 10th Floor, Suite 1010
8:30 am – 4:30 pm; check-in begins at 7:45 am
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**

- **42 sessions** including:
  - **10** Just The Basics
  - **22** Intermediate
  - **6** Advanced Level
  - Plus **4** Ethics

- Residential and Commercial Construction including Construction Defect Litigation
- Tax Assessment, Transfer Taxes & Title Insurance
- Mechanics Lien Law & Commercial Leases
- Condominiums, HOAs & Planned Communities
- Cybersecurity & Marijuana
- Easements, Fair Housing & Environmental Issues
- Opinion Letters, 1031 Exchanges & PAR
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 Makoulian 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.

WE HAVE HEARD YOU — In response to your feedback, we’re excited to announce that this year’s Real Estate Institute will be held at The CLE Conference Center at the Wanamaker Building in downtown Philadelphia. This comfortable, accessible setting boasts great wi-fi and delicious food in a state-of-the-art conference facility built for CLE. Don’t miss it!

FRIDAY’S PLENARY SESSION

Federal and State Enforcement and Regulatory Activity Impacting Real Estate Transactions

This panel will review 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

Diana V. Carrig, Esq.
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NEWARK, NJ

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BALLARD SPAHR LLP
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R. David Walk, Jr., Esq.
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NEWARK, NJ

ON THURSDAY

FREE Reception

You are invited to join the PBA’s Real Property, Probate and Trust Law Section at a cocktail reception immediately following the Thursday sessions in the PBI lobby. You will have a chance to mix and mingle with many of your colleagues and the faculty from the Institute.
### Thursday’s Schedule

<table>
<thead>
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<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>7:45 – 8:20</td>
<td>Check-in and Continental Breakfast</td>
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<tr>
<td>8:25 – 8:30</td>
<td>Welcome &amp; Introductory Remarks</td>
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<tr>
<td>8:30 – 9:30</td>
<td><strong>1 - The Year in Review</strong></td>
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<tr>
<td></td>
<td>Mr. Granger, Ms. Makoulian &amp; Mr. Weiner</td>
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<tr>
<td>9:30 – 9:45</td>
<td>Break</td>
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<tr>
<td>9:45 – 10:45</td>
<td>2 - 1031 Exchanges</td>
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<td></td>
<td>Mr. Heller</td>
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<tr>
<td>10:45 – 11:00</td>
<td>Break</td>
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<tr>
<td>11:00 – 12:00</td>
<td>6 - Annual Condo/HOA Case Law and Legislative Update</td>
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<tr>
<td></td>
<td>Mr. Granor &amp; Mr. Sugarman</td>
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<tr>
<td>12:00 – 12:45</td>
<td>Lunch (included in your tuition)</td>
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<tr>
<td>12:30 – 12:45</td>
<td>Paperless in 5 Easy Steps with Jim Tupitza</td>
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<tr>
<td>12:00 – 1:00</td>
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<tr>
<td>13:00 – 1:45</td>
<td>7 - The Perils of Opinion Letters in Commercial Real Estate Transactions</td>
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<td>Mr. Stein</td>
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<td>1:45 – 2:00</td>
<td>Break</td>
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<td>2:00 – 2:15</td>
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<tr>
<td>2:15 – 3:15</td>
<td>9 - Annual Condo/HOA Case Law and Legislative Update</td>
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<td>Mr. Granor &amp; Mr. Sugarman</td>
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<td>3:15 – 3:30</td>
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<tr>
<td>3:30 – 4:30</td>
<td>11 - The Perils of Opinion Letters in Commercial Real Estate Transactions</td>
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<td>Mr. Stein</td>
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<tr>
<td>4:30 – 5:30</td>
<td>Break</td>
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<tr>
<td>5:30 – 6:30</td>
<td>13 - Play Advanced Sheriff Sale Jeopardy</td>
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<td>Hon. Hughes III</td>
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<tr>
<td>6:30 – 7:30</td>
<td>Break</td>
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<td>7:30 – 8:30</td>
<td>14 - The Perils of Opinion Letters in Commercial Real Estate Transactions</td>
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<td></td>
<td>Mr. Stein</td>
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<tr>
<td>8:30 – 9:30</td>
<td>Break</td>
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<tr>
<td>9:30 – 10:30</td>
<td>15 - ADA and the Fair Housing Act, Regarding Reasonable Accommodations</td>
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<tr>
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<td>Mr. Granor &amp; Mr. Woodburn</td>
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<tr>
<td>10:30 – 11:30</td>
<td>Break</td>
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<tr>
<td>11:30 – 12:30</td>
<td>16 - Advanced Easements</td>
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<td>Mr. Kosir</td>
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<tr>
<td>12:30 – 1:30</td>
<td>Break</td>
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<tr>
<td>1:30 – 2:30</td>
<td>17 - Tax Saving Ideas for the Real Estate Practitioner “News You Can Use”</td>
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<tr>
<td></td>
<td>Mr. Sedlack</td>
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<tr>
<td>2:30 – 3:30</td>
<td>Break</td>
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<tr>
<td>3:30 – 4:30</td>
<td>18 - The Fundamentals of Adverse Possession, Prescriptive Easements and Consentable Lines</td>
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<tr>
<td></td>
<td>Mr. Kosir</td>
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<td>4:30 – 5:30</td>
<td>Break</td>
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<tr>
<td>5:30 – 6:30</td>
<td>19 - Preferred Equity Investment Considerations and Concerns</td>
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<td></td>
<td>Mr. Kosir</td>
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<td>6:30 – 7:30</td>
<td>Break</td>
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<tr>
<td>7:30 – 8:30</td>
<td>20 - Presenting and Defending Claims under the Unfair Trade Practices and Consumer Protection Law in Construction Defect Litigation</td>
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<td>Mr. Kosir</td>
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<td>9:30 – 10:30</td>
<td>21 - Presenting and Defending Claims under the Unfair Trade Practices and Consumer Protection Law in Construction Defect Litigation</td>
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<tr>
<td>8:30 – 9:30</td>
<td><strong>22 - Federal and State Enforcement and Regulatory Activity Impacting Real Estate Transactions</strong>&lt;br&gt;Ms. Carrig, Mr. Stutzman, Mr. Stigall &amp; Mr. Walk</td>
</tr>
<tr>
<td>9:30 – 9:45</td>
<td>Break</td>
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<td>9:45 – 10:45</td>
<td><strong>23</strong> The ABCs of Municipal Approvals&lt;br&gt;Mr. Jonas &amp; Mr. Peters</td>
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<td>10:45 – 11:00</td>
<td>Break</td>
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<tr>
<td>11:00 – 12:00</td>
<td><strong>27</strong> 2019 Developments in Tax Assessment Law&lt;br&gt;Mr. Cappuccio &amp; Ms. Price</td>
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<td>12:00 – 1:00</td>
<td>Break</td>
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<tr>
<td>12:30 – 12:45</td>
<td>Lunch (included in your tuition)</td>
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<tr>
<td>12:30 – 12:45</td>
<td><strong>24</strong> JUST THE BASICS Litigating Common Disputes Under the PAR Agreement of Sale&lt;br&gt;Mr. Goldsmith</td>
</tr>
<tr>
<td>13:00 – 14:00</td>
<td><strong>25</strong> ADVANCED Remote Online Notarizations&lt;br&gt;Mr. Bernstein &amp; Mr. Jaworski</td>
</tr>
<tr>
<td>14:00 – 15:00</td>
<td><strong>26</strong> Updates in Property Assessments and Assessment Appeals in the City of Philadelphia&lt;br&gt;Mr. Aldinger, Mr. Laver &amp; Mr. Nix</td>
</tr>
<tr>
<td>14:00 – 15:00</td>
<td><strong>28</strong> ETHICS Ethical Considerations Applicable to Real Estate Transactions&lt;br&gt;Mr. Granger &amp; Mr. Lewis</td>
</tr>
<tr>
<td>15:00 – 16:00</td>
<td><strong>29</strong> ADVANCED Stormwater Management Litigation&lt;br&gt;Mr. Flenner, Mr. Mains &amp; Ms. Smith</td>
</tr>
<tr>
<td>16:00 – 17:00</td>
<td><strong>30</strong> JUST THE BASICS It Doesn’t Have To Be In Writing—Understanding Non-Express Easements&lt;br&gt;Mr. Hume</td>
</tr>
<tr>
<td>13:00 – 14:00</td>
<td><strong>31</strong> JUST THE BASICS Title Insurance&lt;br&gt;Ms. McEntee &amp; Mr. Yarsky</td>
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<tr>
<td>14:00 – 15:00</td>
<td><strong>32</strong> ETHICS Representing Clients in The Marijuana Business&lt;br&gt;Ms. Geraghty &amp; Mr. Roark</td>
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<tr>
<td>15:00 – 16:00</td>
<td><strong>33</strong> The Impact of The Pennsylvania Uniform Construction Code on Construction Defect Litigation 15 Years Out&lt;br&gt;Mr. Campbell</td>
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<td>16:00 – 17:00</td>
<td><strong>34</strong> Contractual Horror Stories in Commercial Leases&lt;br&gt;Mr. Lozoff</td>
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<td>2:00 – 2:15</td>
<td>Break</td>
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<td>2:15 – 3:15</td>
<td><strong>31</strong> JUST THE BASICS We Are Family—Zoning Issues Relating to AirBnB’s, Sober Houses and Group Homes&lt;br&gt;Mr. Weiner</td>
</tr>
<tr>
<td>3:15 – 3:30</td>
<td>Break</td>
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<tr>
<td>3:30 – 4:30</td>
<td><strong>39</strong> Managing and Responding to Mechanics’ Liens: Advice for Owners, Developers and their Counsel&lt;br&gt;Mr. Watson</td>
</tr>
<tr>
<td>4:30 – 4:50</td>
<td><strong>40</strong> Distressed Commercial Real Estate Leases&lt;br&gt;Ms. Brennan &amp; Mr. Gosfield</td>
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<tr>
<td>4:50 – 5:00</td>
<td><strong>41</strong> Condominium, Cooperative and Planned Communities&lt;br&gt;Ms. DeLuca &amp; Mr. Korb</td>
</tr>
<tr>
<td>5:00 – 5:15</td>
<td><strong>42</strong> A Complete Guide to Tax Deferral Transactions: 1031 Exchanges &amp; Opportunity Zones&lt;br&gt;Mr. Nitti, Mr. Rothberg &amp; Mr. Salant</td>
</tr>
</tbody>
</table>

*FRIDAY’S SCHEDULE*
INSTITUTE PLANNING TEAM

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800-932-4637

FAX
717-796-2348

PHONE
717-796-0804
800-247-4724
800-932-4637

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REAL ESTATE INSTITUTE 2019

Philadelphia | Thurs. & Fri., Dec. 5 & 6, 2019

CLE CONFERENCE CENTER | 8:30 am - 4:30 pm both days; check-in at 7:45 am

TUITION – ATTENDING BOTH DAYS
( Includes digital download of course books, continental breakfasts, refreshment breaks and lunches)

Thurs., Dec. 5 & Fri., Dec. 6

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

TUITION – ATTENDING ONE DAY
( Includes digital download of course book, continental breakfast, refreshment breaks and lunch)

Thurs., Dec. 5 ☐ Fri., Dec. 6 ☐

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

NEW IN 2019—DIGITAL DOWNLOAD OF COURSE MATERIALS

We’ve created a new format that provides user-friendly electronic access to the extensive written materials prepared by our faculty.

One copy of the electronic Institute materials is included with your registration. Before the Institute, a link for the downloadable materials will be emailed to you.

All attendees 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 for $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.

Each day of this Institute has been approved by the Pennsylvania Continuing Legal Education Board for 6 hours of CLE credit. Workshop choices will determine whether credits are in substantive law, practice and procedure or ethics, professionalism or substance abuse.

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PBI is pleased to cosponsor this program with the PBA’s Real Property, Probate and Trust Law Section

Registration Policy:
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.

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. 2265.
THE BIGGEST AND BEST REAL ESTATE CONFERENCE IN PENNSYLVANIA

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