



# Annual Real Estate Update 2022

**Program dates start October 7. Register today!**

**7 CLE  
1 EPR**

# Annual Real Estate Update 2022

***This program is endorsed by the Real Property, Probate and Trust Law Section of the State Bar of Wisconsin***

## Real talk

With soaring inflation, higher mortgage rates, and mounting economic uncertainty, predicting what's next in the residential real estate market can be tricky. But the *Annual Real Estate Update 2022* is here with the guidance and insight you need. Understand how to navigate the current housing market, learn how to protect yourself from common ethical missteps, and get up-to-speed on the most important trends and case law from the past year.

## How you'll benefit:

- Learn how the current market impacts home sellers
- Understand liability for undisclosed defects in residential real estate sales
- Get the latest updates on landlord/tenant law
- Gain insight into the Department of Natural Resources' acquisition strategies
- Receive a quick update on real estate case law from the past year

## Who should attend:

- Real estate lawyers
- Title and closing attorneys
- Landlord/tenant lawyers
- General practitioners
- Real estate agents
- Real estate brokers

The *Annual Real Estate Update 2022* will help you tackle the challenges the residential real estate market throws your way - now and in the year to come.

**Register today!**

**Real Property, Probate and Trust Law  
Section members SAVE \$50 on this seminar.**

See registration form in this brochure for more information.

## Schedule

**8:00 AM Registration**

**8:30 AM Case Law Update**  
*Mark C. Young*

**9:20 AM The Current Housing Market and Marketing Considerations**  
*Jason A. Greller*

**10:10 AM Break**

**10:25 AM Liability for Undisclosed Defects in Residential Real Estate Sales**

- Common undisclosed defects found after a residential real estate sale
- Obligations and responsibilities of each party to the transaction
- Potential liability when an undisclosed defect is discovered after the sale

*Kevin D. Trost*

**11:15 AM Landlord/Tenant Update**  
*Jay D. Koritzinsky*

**12:05 PM Lunch (on your own)**

**1:05 PM Cybercrime in the Real Estate Industry: Latest Types & Trends**

- The latest types of cybercrime and trends plaguing the real estate industry
- How cybercrime is occurring and how to reduce risks

### Real Time Payments (RTP)

- Discuss the new real-time payment rail which facilitates payments around the clock for immediate and secure transfer of funds
- Cheryl A. Hipenbecker, Andy M. Koch, Randy Rhodes*

**1:55 PM DNR Acquisition Strategies**

- Easement vs fee ownership
- Stream bank easement program - purchasing lands for public use
- Funding and donation challenges
- Approved DNR project boundaries
- Appraisal process and approval process

*James W. Lemke*

**2:45 PM Break**

**3:00 PM Ethics for the Real Estate Practitioner**  
*Brian C. Anderson, Matthew M. Beier*

**3:50 PM Program Concludes**

*Following program start time, schedule will vary slightly from above listed times.*

## Faculty

### Program Chair & Presenter

**Mark C. Young**  
Attorney at Law  
Milwaukee

### Presenters

**Brian C. Anderson**  
Wisconsin Lawyers Mutual Insurance  
Company  
Madison

**Matthew M. Beier**  
Wisconsin Lawyers Mutual Insurance  
Company  
Madison

**Jason A. Greller**  
Attorney Jason A. Greller – Real Estate  
Lawyer, S.C.  
Madison

**Cheryl A. Hipenbecker**  
Knight Barry Title, Inc.  
Milwaukee

**Jay D. Koritzinsky**  
Koritzinsky & Karls LLC  
Madison

**James W. Lemke**  
Wisconsin Department of Natural  
Resources  
Madison

**Andy M. Koch, CTP**  
U.S. Bank  
Dallas, TX

**Randy Rhodes, CTP**  
U.S. Bank  
Naperville, IL

**Kevin D. Trost**  
Trost LLC  
Madison

## Dates / Location

### In-Person Seminar – Madison

Friday, October 7, 2022  
**State Bar Center**  
5302 Eastpark Blvd., Madison, WI  
(608) 257-3838

### Live Webcast

Friday, October 7, 2022

### Webcast Replays

Thursday, October 20, 2022  
Tuesday, October 25, 2022  
Monday, October 31, 2022  
Saturday, November 5, 2022  
Wednesday, November 9, 2022  
Thursday, November 17, 2022  
Wednesday, November 23, 2022  
Tuesday, November 29, 2022

**Additional webcast replay dates  
are available for this program.**  
Visit [wisbar.org/seminars](http://wisbar.org/seminars) for more  
information and to register.

## Credits

This program will be submitted to the  
Wisconsin Board of Bar Examiners for  
**7 CLE credits including 1 Ethics and  
Professional Responsibility credit.**

## Registration

**ONLINE:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars)      **MAIL:** State Bar PINNACLE Registrations  
P.O. Box 7158  
**PHONE:** (800) 728-7788  
Madison, WI 53707-7158  
**FAX:** (608) 257-5502

**State Bar CLE/PINNACLE Passbook registrations:** Passbook certificates must  
be received by the State Bar at least one business day prior to the event. For in-person  
seminars, walk-in registrations using Passbook Certificates are also welcome.

**Registration cancellations:** Please visit [wisbar.org/cancellations](http://wisbar.org/cancellations) for information  
on PINNACLE registration cancellation policies.

**Course materials for those attending the seminar:** Course materials are  
provided in PDF format and are downloadable from *myStateBar* on [wisbar.org](http://wisbar.org) up to  
two days prior to and 90 days after your seminar.

**COVID-19 safety information:** Complete and current safety guidelines can be  
found at [wisbar.org/covidsafety](http://wisbar.org/covidsafety).

## Book Sale!

### Real Estate Transactions System

SAVE 20% on the *Real Estate Transactions System*.\* Plus,  
all seminar attendees receive a free two-week trial of  
the Books UnBound® version. The *System* is your source  
for complete information on the entire spectrum of  
residential real estate transactions, providing a way  
to collect and organize client information so your real  
estate dealings run smoothly every time.

Use discount code **CA3314** when you order online at  
[wisbar.org/ak0078](http://wisbar.org/ak0078) or by calling (800) 728-7788.

Print Book: #AK0078; 766+ pp.; 8th ed. 2019-20 (Includes 2020-21 supplement)  
Member: ~~\$275~~ \$220 | Nonmember: ~~\$343.75~~ \$275

Books UnBound Subscription: #AE0078\_SUB  
Member: ~~\$249~~ \$199.20 | Nonmember: ~~\$311~~ \$248.80

\*Discount applies to both print and digital Books UnBound® editions of this title and cannot be applied  
to previous purchases. Offer valid as long as CLE credit is available for this program. For Books  
UnBound users, discount may be applied to purchase of individual Books UnBound title only and may  
not be used on purchase of full library.



## Additional Learning Opportunities

### HOAs: Common Problems and Their Solutions 2022

Get a complete picture of the Wisconsin statutory landscape on homeowners associations (HOAs). Understand how HOAs are governed and how to prevent enforcement, collections, and insurance blunders commonly made by HOA boards.

1.5 CLE

**Live Webcast Seminar:** Sept. 20, 2022

**Webcast Replays:** Sept. 30, 2022 | Oct. 6, 2022 | Oct. 12, 2022 | Oct. 18, 2022  
Oct. 24, 2022 | Nov. 3, 2022 | Dec. 7, 2022 | Jan. 3, 2023

### Wisconsin Law of Easements and Restrictive Covenants

The *Wisconsin Law of Easements and Restrictive Covenants* provides a comprehensive look at the statutes, case law, and evolving issues surrounding easements and restrictive covenants. Gain a fuller understanding of utility easements, conservation easements, the use of piers and docks on riparian land, and more.

**Print Book:** #AK0202; 306+ pp.; 6th ed. 2021-22; **Member:** \$179 | **Nonmember:** \$223.75

**Books UnBound Subscription:** #AE0202\_SUB; **Member:** \$176 | **Nonmember:** \$220

### Real Estate Enhanced Forms Library

Access the forms you need to complete real estate transactions in just minutes with a subscription to the *Real Estate Enhanced Forms Library*. The *Library* contains the most up-to-date forms, easily searchable by title and keyword. Make frustration a thing of the past with the right forms always at your fingertips.

**Online subscription:** #FSFBD000; **Members only:** \$149/year  
(Discounts available on multi-user subscriptions.)

*This program is sponsored by:*

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## Annual Real Estate Update 2022

Priority Code: S 4 1 4 6 B

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<input type="checkbox"/> RPPT Section Member*	<input type="checkbox"/> \$189	<input type="checkbox"/> \$219
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<input type="checkbox"/> Nonmember	<input type="checkbox"/> \$319	<input type="checkbox"/> \$349
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Madison

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Lawyer State Bar Member No. \_\_\_\_\_

Nonlawyer Profession \_\_\_\_\_

Name \_\_\_\_\_

Firm Name \_\_\_\_\_

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**PAYMENT: Tuition Amount Enclosed \$** \_\_\_\_\_

State Bar Passbook Certificate (enter certificate number) # \_\_\_\_\_

Check enclosed (payable to State Bar PINNACLE)

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\*The \$50 Real Property, Probate and Trust Law (RPPT) Section discount applies only to the in-person and webcast presentations of this seminar – not CLE OnDemand. RPPT members with Ultimate Passes, other CLE passes, or PINNACLE discounts are not eligible for this discount. The RPPT Section may discontinue this discount at any time.

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**Mail to:** State Bar PINNACLE Registrations  
P.O. Box 7158  
Madison, WI 53707-7158

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