



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 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

PHONE: (800) 728-7788

FAX: (608) 257-5502

MAIL: State Bar PINNACLE Registrations

P.O. Box 7158
Madison, WI 53707-7158

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 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 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.

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 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.



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receive a FREE
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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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Priority Code: S 4146 B

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IN-PERSON SEMINAR:

Friday, Oct. 7, 2022 –
Madison

LIVE WEBCAST:

Friday, Oct. 7, 2022

WEBCAST REPLAYS:

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Lawyer _____ State Bar Member No. _____

Nonlawyer _____ Profession _____

Name _____

Firm Name _____

Address _____

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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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Madison, WI 53707-7158

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