



STATE BAR
OF WISCONSIN

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

Basic Residential Real Estate Transactions

CREDIT HOURS: 6.5 CLE credits

IN-PERSON SEMINAR: Monday, April 20, 2026;

Monday, April 20, 2026;

LIVE WEBCAST: Thursday, April 30, 2026

Friday, May 8, 2026

Tuesday, May 12, 2026

Wednesday, May 20, 2026

Monday, May 25, 2026

Thursday, June 4, 2026

Friday, June 12, 2026

Tuesday, June 16, 2026

Monday, June 29, 2026

Wednesday, September 16, 2026

Thursday, October 15, 2026

Friday, November 20, 2026



STATE BAR OF WISCONSIN
PINNACLE

Basic Residential Real Estate Transactions



Program dates start April 20.
Register today!

Basic Residential Real Estate Transactions

Endorsed by the Young Lawyers
Division of the State
Bar of Wisconsin



FOR SALE

A strong foundation

Basic Residential Real Estate Transactions breaks down a residential deal into stages with veteran lawyers sharing their approaches to key moments along the way. You'll see how drafting choices, negotiation strategy, and documentation decisions influence outcomes for both buyers and sellers. Using real-world transactions, gain a clearer sense of how the pieces of a closing come together in practice. It's a grounded, realistic look at how residential real estate work unfolds from first contact to final signatures.

Register now!

HOW YOU'LL BENEFIT

- Develop a working understanding of the residential transaction process, from listing through closing
- Learn how to spot common issues at every stage of the deal
- Improve your ability to communicate real estate concepts to your client clearly and accurately
- Leave with dozens of sample forms and closing checklists you can adapt and use in your own practice
- Determine whether residential real estate is a worthwhile addition to your practice

FACULTY

PROGRAM CHAIR & PRESENTER

Mark C. Young, Attorney Mark C. Young, Milwaukee

PRESENTERS

Jennifer Lindsley, Wisconsin Realtors Association, Madison

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

Scott J. Hutchison, Knight Barry Title, Inc., Milwaukee

William T. Stuart, Stuart, Tokarz, Soberalski & Pollard LLC, Milwaukee

Duane H. Wunsch, Fidelity National Title Group, Brookfield

BOOK BONUS!

Real Estate Transactions System

SAVE 15% on **Real Estate Transactions System**.*

Inside, you'll find an easy-to-use seven-step system for collecting and organizing client information, along with checklists, forms, and practical guidance for every stage of the transaction. Use **discount code CA3948** when you order online or by calling (800) 728-7788.

PRINT BOOK: AK0243 | **BOOKS UNBOUND:** AE0243_SUB



**Discount applies to both print and digital Books Unbound editions of this title and cannot be applied to previous purchases. Offer valid through 12/31/27. For Books Unbound users, discount may be applied to purchase of individual Books Unbound title only and may not be used on the purchase of libraries. Discount cannot be combined with any other offers.*

This program is sponsored by:



SCHEDULE

8:00 AM Registration

8:30 AM Contracts

- Listing contracts, agency agreements, and for sale by owner
- Drafting the offer
- Contingencies
- Responding to an offer
- Amendments and notices

Jennifer Lindsley

9:30 AM Other Agreements

- Escrow agreements for repairs
- Agreements regarding taxes and assessments
- Joint wells
- Shared driveways
- Personal property

Mark C. Young

10:20 AM Break

10:35 AM Legal Descriptions and Surveys

- Introduction to the 3 main types of legal descriptions (PLSS, metes and bounds, plats)
- Learn how to read a U.S. Public Land Survey System (PLSS) legal description and a metes and bounds legal description
- Introduction to different survey types (ALTA/NSPS surveys, plats of survey)
- Considerations when selecting a survey
- Reading surveys and identifying problems in a survey

Cheryl A. Hipenbecker

11:25 AM Easements

- Understanding and explaining easements
- Negotiating easements
- Drafting easements

William T. Stuart

12:15 PM Lunch (on your own)

1:15 PM Closings

- Checklists for buyers and sellers
- Preparation of closing documents
- Closing statements
- Conducting the closing

Scott J. Hutchison

2:15 PM Title Considerations

- Overview of title commitment and insurance
- Exceptions to coverage
- Liens and encumbrances
- Verification of title insurance
- Gap coverage

Duane H. Wunsch

3:05 PM Question & Answer Session

3:15 PM Program Concludes

Following start time, schedule may vary slightly from above. All times are Central Time Zone.

DATES & LOCATION

IN-PERSON SEMINAR — MADISON

Monday, April 20, 2026

State Bar Center

5302 Eastpark Blvd.

Madison, WI

(608) 257-3838

LIVE WEBCAST

Monday, April 20, 2026

WEBCAST REPLAYS

Thursday, April 30, 2026

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CREDITS

CREDIT HOURS: This program will be submitted to the Wisconsin Board of Bar Examiners for **6.5 CLE credits**. It does not qualify for EPR credit.

REGISTRATION & GENERAL INFO

ONLINE: wisbar.org/seminars
PHONE: (800) 728-7788
MAIL/FAX: Visit wisbar.org/regform
 for registration form



PINNACLE PASSBOOK REGISTRATIONS: PINNACLE 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.

COURSE MATERIALS: Course materials are provided to seminar attendees in PDF format and are downloadable from *myStateBar* on wisbar.org up to two days prior to and 90 days after your seminar.

CANCELLATIONS: Please visit wisbar.org/cancellations for information on PINNACLE registration cancellation policies.

ACCOMMODATIONS: If you need special accommodations, please contact us at (800) 728-7788, ext. 6142 at least three weeks prior to the program date so we can make appropriate arrangements.

YOUNG LAWYERS SAVE \$20! PINNACLE knows that you're at the critical point in your career where you're developing your skills and practice, which is why Young Lawyers Division Members receive \$20 off tuition for any of the Build Your Practice seminars. See tuition chart for complete details.

NOTICE: By attending this State Bar event, you understand and agree that you may be photographed and/or electronically recorded during the event and you hereby grant to the State Bar the right to use and distribute your name and likeness for promotional or educational purposes without monetary compensation. The State Bar assumes no liability for such use.

About the Build Your Practice Series

The Build Your Practice Series from State Bar of Wisconsin PINNACLE® introduces you to the fundamentals of various practice areas. Gain the tools and information you need to develop a new area of practice and expand your firm's offerings. Build Your Practice Series programs are endorsed by the State Bar's Young Lawyers Division.



Event Code: CA3948 | Priority Code: S4717B

TUITION

	IN-PERSON	WEBCAST
State Bar Member	\$259	\$289
Nonmember	\$339	\$369
YLD Member*	\$239	\$269
Ultimate Pass Gold/Silver	\$0	\$0
Ultimate Pass Bronze	\$259	\$0
Passbook Certificate	1 Certificate	1 Certificate

* **Young Lawyers Division (YLD) members:** State Bar member attorneys 36 years of age or younger or within five years of admission to the State Bar of Wisconsin. If you've opted out of YLD, you will not receive this discount. The YLD discount applies only to the in-person and webcast presentations of this seminar – NOT CLE OnDemand. YLD members with Ultimate Passes, other CLE passes, or PINNACLE discounts are not eligible for this discount.

ADDITIONAL LEARNING OPPORTUNITIES

Legacy Planning for the Family Property

Help clients pass cabins, cottages, and farms to the next generation without turning shared memories into shared disputes. Learn practical ways to structure ownership, use, costs, and decision-making, so family property stays in the family—and out of conflict.



CREDITS: 1 CLE

WEBCAST REPLAYS: MAY 5, 2026 | MAY 13, 2026 | MAY 21, 2026 | MAY 29, 2026 | JUNE 6, 2026
 JUNE 15, 2026 | JUNE 24, 2026 | JUNE 30, 2026 | JULY 9, 2026

Wisconsin Law of Easements and Restrictive Covenants

Keep clients, neighbors, and tenants out of court with well-drafted restrictive covenants and easements. This comprehensive resource includes checklists, model forms, and practical guidance on utility and conservation easements, riparian rights, and the limits of restrictive covenants—plus downloadable fillable forms.



PRINT BOOK: AK0202 | **BOOKS UNBOUND:** AE0202_SUB