Your First Residential Real Estate Transaction (YLD)

Date: Monday, October 20, 2014 | 9:00 am to 12:30 pm

Location: Twenty Toronto Street Conferences and Events
20 Toronto Street, 2nd Floor, Toronto

Program Chairs: Chris Markou, Lawrence, Lawrence, Stevenson LLP
Natalie Reisman Breger, Metrolinx

This program contains 1 Professionalism Hour
This program is eligible for up to 2.5 Substantive Hours

The OBA has been approved as an Accredited Provider of Professionalism Content by The Law Society of Upper Canada.

Are you relatively new to the world of real estate law? If so, this is a program designed just for you. Attend to hear from our expert speakers what the essential elements of a real estate transaction are, and what you should be doing at each stage to ensure a successful closing. You will also learn from the “war stories” of senior practitioners and have the opportunity to join the discussion and ask your pressing questions. Not only will you gain an understanding of what your due diligence obligations are- you will walk away with the invaluable best practices that seasoned practitioners have developed through their years in the field.

Register now to secure your spot. We look forward to seeing you there!

8:30 am Registration and Coffee

9:00 am Welcome and Opening Remarks from the Program Chairs

9:10 am Ensuring Good Professional Conduct as a Real Estate Lawyer
- Know Your Client requirements
- LSUC 2-lawyer rule and exceptions
- Signing and registering documents in Teraview
- Mortgages
  - Acting for both borrower and lender (private vs. institutional lenders)
  - Reporting requirements for private mortgages
- Delegating work to non-lawyers
Caterina Galati, Law Society of Upper Canada

9:30 am The Agreement of Purchase and Sale
- The standard OREA form
- Advising the client prior to signing the Agreement
- Amendments to the Agreement
- Conditions vs. Warranties
Mark Weisleder, Real Estate Lawyer, Author, Speaker

9:50 am Title Searching, Executions and Surveys
- Registry vs. Land Titles
- Reviewing the parcel register, registered instruments and plans
- Abutting lands and the Planning Act
- Executions
- Reviewing the survey
- Submitting requisitions
Bob Aaron, Aaron & Aaron
Merredith MacLennan, Nelligan O’Brien Payne LLP - Ottawa

10:20 am Off-title Searching and Title Insurance
- Traditional off-title searches
- Lawyer’s duty to advise client about title insurance
- What title insurance typically covers
- What title insurance does not cover
- Real Estate Fraud
Chris Markou, Lawrence, Lawrence, Stevenson LLP

10:40 am Networking Break

10:55 am Mortgages
- The lawyer’s duty to the mortgagee
- Reviewing the mortgage instructions
- Advising the mortgagor
- Reporting to the mortgagee
- Guarantors and Independent Legal Advice
- Mortgage discharges
Doug Bourassa, Chalitons LLP

11:15 am Properties and Parties
- Differences between homes and condominiums
- Differences between new and resale transactions
- Special parties
Robert Mullin, SmithValeriote Law Firm LLP - Guelph

11:35 am Closing the Deal
- Closing procedures
- How to extend closing
- When can you refuse to close?
- How and when to tender
Joel Kadish, Barrister & Solicitor

11:55 am War Stories
- Examples of problem files and how to handle the issues involved
Moderator: Chris Markou, Lawrence, Lawrence, Stevenson LLP

12:25 pm Q&A/Closing Remarks

12:30 pm Program Concludes

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If you are not attending the program, materials are available for purchase 2 weeks after program date at oba.org/publications

PROGRAM REGISTRATION IS ONLINE www.oba.org/pd
Questions? pd@oba.org

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