

Your First Residential Real Estate Transaction

Real Property Law / Young Lawyers Division



Date: Tuesday, October 17, 2023 | 9:00 am to 1:00 pm
Location: OBA Conference Centre

Agenda:
8:30 am Registration Desk Opens
9:00 am Program Commences
1:00 pm Program Concludes



Professionalism Hours: This program contains a total of 1 hour of professionalism content
Substantive Hours: This program contains 3 hours of substantive content
The OBA has been approved as an Accredited Provider of Professionalism Content by The Law Society of Ontario.

Are you relatively new to the world of real estate law? Join our expert speakers to learn about the essential elements of a residential real estate transaction and gain helpful insights at each crucial step from the initial client meeting to post-closing considerations. Not only will you gain a deeper understanding of the due diligence process, but you will also walk away with invaluable insights that seasoned practitioners have developed through their years in the field on ensuring a successful closing.

Don't miss the opportunity to expand your knowledge of real estate law and how to safeguard your clients' interests and your practice.

Program Chairs: Georgea Wolfe, Kronis, Rotsztain, Margles, Cappel LLP



9:00 am	Welcome and Opening Remarks	10:55 am	Health Break												
9:05 am	The Lawyer-Client Relationship: Critical Professionalism Considerations Victoria Loh, Kinch Law (Stoney Creek) <ul style="list-style-type: none">Knowing who is your clientKey Rules of Professional Conduct, and the “two lawyer rule”Independent Legal Advice versus Independent Legal RepresentationConflict rules for lenders and borrowers	11:10 am	Requisitions and Answering Requisitions Chris Chu, Chu Huang Law <ul style="list-style-type: none">Different types of requisitionsDrafting requisition letters and responsesFailure to deliver requisitions by the requisition dateTips on communicating with your client												
9:35 am	Getting Started: Gathering Your Information Vanessa Playtis, The Law Office of Playtis-Cameron (Barrie) <ul style="list-style-type: none">Information to obtain at the outset of the retainerAgreement of Purchase and Sale: Key components<ul style="list-style-type: none">Key dates in the Agreement: requisition date, closing date, and completion dateConditions in the Agreement and doctrine of mergerKey questions to ask your client<ul style="list-style-type: none">Age and location of the propertyChattelsTitle insurance	11:40 am	Overview of Tax Considerations for RRE Transactions Anna Malazhavaya, Advotax Law Professional Corporation <ul style="list-style-type: none">Land Transfer Tax, Municipal Land Transfer Tax, Non-Resident Speculation Tax, Form 5.0.1HST considerationsNew provisions regarding purchase by non-Canadians/non-residents and vacant home tax												
10:05 am	The Due Diligence Process Kady Stachiw, Larson Lawyers Professional Corporation (Thunder Bay) <ul style="list-style-type: none">Title searches and off-title searchesMortgages, liens, easements, restrictive covenants, and other matters affecting titleSurveys and inspectionsTitle insurance	12:00 pm	Residential Real Estate Closings Manpreet Uppal, Lawrence, Lawrence. Stevenson LLP (Brampton) <ul style="list-style-type: none">Preparing the closing letters and documentsTeraview, DRA, and escrow agreementsWhat happens on closing day?Post-closing, reporting and undertakings												
10:35 am	Mortgage Discharges Zahra Ziaie Moayyed, Rosefinch PC <ul style="list-style-type: none">Nuts and bolts of discharging mortgagesCommon issues that arise and how to resolve themUndertakings to discharge	12:30 pm	Residential Real Estate Red Flags Raymond G. Leclair, LAWPRO <ul style="list-style-type: none">Most common real estate claims at LawProBeing alert to fraud and tips for risk management												
		12:50 pm	Questions and Answers												
		1:00 pm	Program Concludes												
		<table><tr><th></th><th>CBA Member</th><th>CBA Student Member</th><th>Non-Member</th></tr><tr><td>Webcast</td><td>\$176*</td><td>\$91*</td><td>\$285*</td></tr><tr><td>In person</td><td>\$176*</td><td>\$91*</td><td>\$285*</td></tr></table>			CBA Member	CBA Student Member	Non-Member	Webcast	\$176*	\$91*	\$285*	In person	\$176*	\$91*	\$285*
	CBA Member	CBA Student Member	Non-Member												
Webcast	\$176*	\$91*	\$285*												
In person	\$176*	\$91*	\$285*												

*plus applicable taxes

www.oba.org/pd
Questions? pd@oba.org