

Purchases and Sales of Homes 2019

Wednesday, June 5, 2019 | Syracuse
Friday, June 14, 2019 | Rochester
Tuesday, June 18, 2019 | Buffalo
Wednesday, June 19, 2019 | Albany
Wednesday, June 19, 2019 | Tarrytown
Thursday, June 20, 2019 | Melville
Friday, June 21, 2019 | NYC

7.0 MCLE Credits; 3.5 Areas of Professional Practice; 2.5 Skills; 1.0 Ethics
9:00 A.M. – 4:30 P.M.

TIMED AGENDA*

- | | |
|-------------------------|--|
| 8:30 a.m. - 9:00 a.m. | Registration |
| 9:00 a.m. - 9:10 a.m. | Overview of Program and Introduction of Speakers |
| 9:10 a.m. - 9:35 a.m. | PRE-CONTRACT CONSIDERATIONS <ol style="list-style-type: none">I. Seller<ul style="list-style-type: none">• Brokers listings and commissions• Sale terms and timing• Tax Planning• Property Condition Disclosure StatementII. Purchaser<ul style="list-style-type: none">• Brokers' agency disclosure• Inspection (PCDS)• FinancingIII. Binders and the statute of fraudsIV. Checklists
<i>(0.5 MCLE credit; 0.5 areas of professional practice)</i> |
| 9:35 a.m. - 10:25 a.m. | CONTRACT DRAFTING AND NEGOTIATION <ol style="list-style-type: none">I. Contract forms - local and statewideII. Preparation of contract (broker or attorney)III. Contract IssuesIV. Checklists
<i>(1.0 MCLE credit; 1.0 skills)</i> |
| 10:25 a.m. - 10:35 a.m. | Break |

*Order of topics subject to change per program location

10:35 a.m. - 11:00 a.m.	CONTRACT NEGOTIATION (continued) <i>(0.5 MCLE credit; 0.5 skills)</i>
11:00 a.m. - 11:50 a.m.	MORTGAGE FINANCING I. Types of lenders and types of loans II. Mortgage brokers, mortgage bankers and mortgage loan originators III. Representation of multiple parties IV. Loan application and qualification V. Contract contingency clauses and compliance VI. Loan commitment VII. Loan documentation <i>(1.0 MCLE credit; 1.0 areas of professional practice)</i>
11:50 a.m. - 12:00 p.m.	Question & Answer Session
12:00 p.m. - 1:00 p.m.	Lunch (on your own)
1:00 p.m. - 1:50 p.m.	TITLE EXAMINATION AND DISPOSITION OF OBJECTIONS I. Examination of title: title abstract or commitment II. Title policies: what is and what is not covered (2006 ALTA Policy) III. Disposition of title objections IV. Endorsements and affirmative insurance (2006 endorsements) V. Rates of insurance VI. Referrals and representation of multiple parties <i>(1.0 MCLE credit; 1.0 areas of professional practice)</i>
1:50 p.m. - 2:15 p.m.	SURVEY EXAMINATION <i>(0.5 MCLE credit; 0.5 areas of professional practice)</i>
2:15 p.m. - 2:25 p.m.	Break
2:25 p.m. - 3:15 p.m.	ETHICS AND PROFESSIONALISM I. Sources of the rules; ethics opinions II. Conflicts: lawyer/client; between clients III. Escrow account rules IV. Preserving client confidences V. Communication, advertising and referrals VI. Engagement letters and arbitration of fees VII. Lawyers Fund for Client Protection <i>(1.0 MCLE credit; 1.0 ethics)</i>

*Order of topics subject to change per program location

3:15 p.m. - 4:05 pm.

PREPARATION FOR CLOSING; CLOSING; POST CLOSING MATTERS

- I. Pre-closing matters (checklists)
- II. Closing Matters (checklists)
- III. Seller/Purchaser/Lender/Paralegals
- IV. Adjustments
- V. Transfer and mortgage taxes
- VI. Title insurance and exceptions
- VII. FIRPTA
- VIII. Casualty insurance
- IX. Closing forms (e.g., Monroe Co. fence agreement)
- X. Attorney escrow accounts (NYSBA opinion 737)

POST-CLOSING MATTERS

- I. Closing memorandum and statement
- II. Title insurance policy and deed
- III. Tax reporting: 1099-S and income taxation of gain
- IV. Expressly surviving liabilities (merger defense)
- V. Tax treatment of adjustments and expenses, etc.

(1.0 MCLE credit; 1.0 skills)

4:05 p.m. - 4:30 p.m.

Panel Discussion & Question & Answer Session

(0.5 MCLE credit; 0.5 areas of professional practice)

4:30 p.m.

Adjournment

*Order of topics subject to change per program location