



Oregon Law Institute  
of Lewis & Clark Law School

# **Real Estate 101:** ***A Toolkit for the Real Estate Practitioner***

**T**his program is designed to discuss the fundamentals of a real estate sale and purchase and is organized around the purchase of the “Paradise Ranch” from elderly sellers. It will cover the nuts and bolts of buying and selling property, how to best represent your client whether they are a buyer or seller, and some tips on how to work well with other professionals involved in a real estate deal.

Learn from experienced attorneys and real estate professionals about the common pitfalls that can derail a deal. Don't miss this opportunity to learn how to find out what your client needs to know before closing a real estate deal.

**Friday,  
December 2, 2011**

Oregon Convention Center  
777 NE Martin Luther King Jr. Blvd.  
Portland, Oregon

**5.75** General or Practical Skills  
and **1** Access to Justice MCLE Credits

# SCHEDULE

8:00 a.m.	LATE REGISTRATION AND DISTRIBUTION OF MATERIALS
8:25	WELCOME AND OPENING REMARKS – <i>Richard A. Canaday</i> , Program Chair
8:30–9:00	<b>The Earnest Money Agreement</b> – <i>Richard A. Canaday</i> , Miller Nash LLP
9:00–9:30	<b>Title: Analyzing the Preliminary Title Report, and How the Title Report Morphs into the Title Insurance Policy</b> – <i>Alan K. Brickley</i> , First American Title Insurance Company of Oregon
9:30–10:30	<b>Communicating with Seniors</b> – <i>Linda Ganzini</i> , M.D., M.P.H., Professor of Psychiatry and Medicine, OHSU – <i>Wesley D. Fitzwater</i> , Fitzwater Meyer, LLP
10:30–10:45	BREAK
10:45–11:30	<b>Condition of Property: Environmental Due Diligence</b> – <i>Susan Garland</i> , Ecologist, URS Corporation – <i>Charles Harmon</i> , Oregon Department of Environmental Quality
11:30–12:00	<b>Water Rights: Do They Exist?</b> – <i>Dwight French</i> , Water Right Services Division Administrator, Oregon Water Resources Department
12:00–1:00	LUNCH (on your own)
1:00–1:30	<b>Financing: Applying for and Underwriting Loans for Commercial Properties</b> – <i>John M. Petersen</i> , President, Melvin Mark Capital Group
1:30–2:00	<b>Entitlements: Land Use Matters, Adjusting the Lot Line and Statutory Warnings</b> – <i>Kelly S. Hossaini</i> , Miller Nash LLP
2:00–2:30	<b>Remedies of Seller and Buyer; Claims Against Title Insurers</b> – <i>Paul B. Barton</i> , Zupancic Rathbone Law Group, PC – <i>Alan K. Brickley</i> , First American Title Insurance Company
2:30–2:45	BREAK

# SCHEDULE (cont.)

- 2:45– 3:15      **Farm Deferred Taxes, Pro Rates,  
1031 Exchange Opportunities,  
and Other Tax Matters**  
                    – *Trent Baeckl*, CPA, Tax Manager,  
                            Perkins & Co
- 3:15–3:45      **Escrow Closing and Deed Forms**  
                    – *Richard A. Canaday*, Miller Nash LLP
- 3:45– 4:15      **Sustainable Solutions**  
                    – *Conrad Brown*, Principal, PAE Engineering  
                    – *Renee Loveland*, Senior Sustainability Project  
                            Manager, Gerding Edlen
- 4:15 p.m.      ADJOURN

# **Real Estate 101:**

## ***A Toolkit for the Real Estate Practitioner***

### **LIVE PRESENTATION**

**Portland – 12/2/2011**

Oregon Convention Center  
777 NE MLK Jr. Blvd.

### **MCLE CREDIT**

*Real Estate 101: A Toolkit for the Real Estate Practitioner* will receive **5.75** General or Practical Skills and **1** Access to Justice MCLE credits.

### **PROGRAM PRODUCTS**

Even if you cannot attend, you can still get the program on CDs or DVDs. Use the order form in this brochure to order your set today! OLI Annual Passholders may purchase OLI program products at 50% off the full retail price.

### **QUESTIONS?**

Please call OLI at (503) 768-6580 in Portland or toll-free in Oregon at (800) 222-8213, e-mail us at [oli@lclark.edu](mailto:oli@lclark.edu), or visit our website at <http://go.lclark.edu/oli>.

### **VIDEO REPLAYS**

Please register at least one week prior to the replay date.

**Bend – 12/16/11**

**Replay 8:30 a.m.**

Bryant Lovlien & Jarvis  
591 Mill View Way

**Eugene – 12/9/11**

**Replay 8:30 a.m.**

Harrang Long Gary & Rudnick PC  
360 East 10th Avenue, Ste. 300

**Medford – 12/9/11**

**Replay 8:30 a.m.**

Kellington Krack Richmond  
Blackhurst & Glatte LLP  
23 Newtown Street

**Portland – 12/15/11**

**Replay 9:00 a.m.**

Oregon Law Institute  
Gus J. Solomon Courthouse  
620 SW Main Street, Ste. 706

## REGISTRATION/ORDER FORM

# Real Estate 101:

## A Toolkit for the Real Estate Practitioner

Friday, December 2, 2011

Name \_\_\_\_\_ OSB No. or Profession \_\_\_\_\_

Firm/Organization \_\_\_\_\_

Street Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

Please "✓" appropriate box below:

- ☐ Live presentation
- ☐ Video replay. Location: \_\_\_\_\_ Date: \_\_\_\_\_
- Please register at least one week prior to the replay date.

### **TUITION** *(Prices apply to live and video replays.)*

- ☐ **\$179** Early registration (*received by November 28, 2011*)
- ☐ **\$139** New attorneys (admitted 2009–2011), and legal staff (*received by November 28, 2011*)
- ☐ **\$90** Legal aid attorneys (*received by November 28, 2011*)
- ☐ **\$15** OLI Passholder (OLI Pass No. \_\_\_\_\_) and Oregon judges and their lawyer staff (*received by Nov. 28, 2011*)
- ☐ **\$20** **Add to above tuition if registration received after Nov. 28, 2011**

### **PRODUCT ORDER** *I am unable to attend. Please send me:*

- ☐ **\$199** Audio CDs and course materials
- ☐ **\$299** DVDs and course materials
- ☐ **\$59** Course materials only
- ☐ Deduct 50% from order if you are an OLI Passholder (OLI Pass No. \_\_\_\_\_)
- ☐ **\$7.00** **Note: Add \$7.00 shipping & handling fee to above product orders.**

ENCLOSED IS \$ \_\_\_\_\_ BY:

- ☐ Check payable to Oregon Law Institute (OLI)
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620 SW Main Street, Ste. 706  
Portland, OR 97205-3037

...or fax (503-768-6585) or e-mail  
(oli@lclark.edu) this registration  
form to OLI, including credit  
card information.

**CONFIRMATION:** Confirmation will be sent via e-mail.

**CANCELLATION POLICY:** Tuition minus a \$20 handling charge will be refunded if the cancellation request is *written and received* by Monday, November 28, 2011.

**NEED ASSISTANCE:** If you are a person with a disability, please let OLI know in time to make any necessary accommodations for you.

**TUITION ASSISTANCE:** A limited number of scholarships are available based on financial need. Contact OLI.