

The 2025

Real Estate Institute



co-sponsored by Minnesota CLE and the MSBA Real Property Section



The Event of the Year for Every Minnesota Real Estate Attorney!

The Real Estate Institute is the gathering place for Minnesota real estate attorneys.

It's an outstanding educational event in a fun conference setting.

And, at the same time, you'll earn a year's worth of CLE credits – including the specialty credits you need – saving you both time and money.

October 23 & 24, 2025 • Saint Paul RiverCentre

It's the Biggest and Best Real Estate Law Conference in the Nation for a Reason!



Seminar Choices Galore – Choose What Matters Most to You

Among the benefits of the Institute are the many seminar choices offered throughout the conference. You are able to choose those sessions best for you – making it an event tailored to your needs. And we offer online viewing of other sessions you weren't able to attend after the conference.

If It's New in Real Estate Law, We Cover It

We cover everything new in real estate law – cases, legislation, title standards and other new developments. It's one stop shopping – the very best way to make sure you are up to date on all real estate developments!

The Institute Is Designed to Give You New Ideas, Make You Better at Your Practice, and Make Your Work Life Easier

Our entire goal at the Institute is to make you more successful and to make your work life better. We teach real estate law and we also emphasize the practical ways and tips to apply it in your own practice.

Nowhere Else Can You Learn So Much and Have Such a Fun Time in the Process

Learning should be fun, and it is at the Institute! You'll spend time with friends and colleagues, enjoy a fun conference atmosphere and spend time choosing sessions to attend and learning from a great faculty. It's the best of both worlds – loads of learning and loads of fun.

You'll Leave Re-Energized – A Refreshing Break from the Rigors of Practice

Reward yourself with a break from practice. You'll leave refreshed and better able to again tackle your real estate practice. It's a once a year opportunity that you don't want to miss so make sure to register now!

Don't Miss the Always Fabulous Reception Hosted by Attorneys Title Guaranty Fund, Inc.!

Thursday, October 23 • 5:00 – 6:30 p.m.

A highlight of the Institute is the reception sponsored by Attorneys Title Guaranty Fund, Inc. Plan to join us for this wonderful reception on Thursday evening.



INSTITUTE BENEFITS & BONUSES

- 1 A Complete Update on All New Developments**
You'll leave updated on all new laws, cases, regulations and practice developments.
- 2 Great Fun!**
Spend 2 days with faculty, friends and colleagues from around the state – have great fun while you learn and gather valuable resource materials.
- 3 A Wealth of Valuable Course Material**
Our faculty is busy putting together valuable textual material, checklists, sample language and more – all designed to help you in your real estate practice. The value of these materials lasts far beyond the duration of the Institute.
- 4 8 Post-Course Webcasts – Choose 5 for Free**
To provide you with even more value, we've put together 8 webcasts, and Institute attendees can choose to attend 5 of these at no charge.
- 5 Choose From More Than 50 Sessions**
As always, you get to create your own curriculum. Choose from a vast array of helpful sessions – those that will benefit you most.
- 6 Ethics, Elimination of Bias, and Mental Health/Substance Use**
We are providing ethics, elimination of bias, and mental health/substance use sessions to help you satisfy your specialty credit requirements across the Institute and webcasts. Check the schedule for details.
- 7 Materials Posted Online Before the Conference**
The materials for the conference will be posted online before the Institute begins. You'll also receive a hard copy of all plenary sessions and all breakout sessions you attend. Plus, you'll have online access to all of the materials after the Institute.
- 8 Reception, Luncheon, Prize Drawings and More!**
Attorneys Title Guaranty Fund, Inc. again hosts our wonderful reception on Thursday evening. Enjoy the reception and other great amenities in a fun conference atmosphere.

DAY 1 – THURSDAY, OCTOBER 23, 2025

MORNING PLENARY SESSIONS

7:15 – 8:15 p.m.
CHECK-IN & CONTINENTAL BREAKFAST

8:15 – 8:30 a.m.
WELCOME & INTRODUCTION

8:30 – 9:00 a.m.
Legislative Update
Jennifer L. Carey & Scott M. Lucas

9:00 – 10:00 a.m.
Hot Topics in 2025

- The Judicial Security Act
- The Lobbying Law
- Partition Statute
- Changing Tax Credit Landscape
- FINCEN Update
- Federal Legislation
- Law Firms and AI
- Cybersecurity
- Housing Needs
- Realtor Commission Lawsuits
- Farmer Lender Mediation Back Again
- And More!

Angela M. Christy & David J. Meyers

10:00 – 10:15 a.m.
BREAK

10:15 – 11:00 a.m.
Minnesota Case Law Update – Part 1
Daniel G.B. Jensen
Paul B. Kilgore
Nancy K. Landmark
Samuel J.H. Sigelman

11:00 – 11:10 a.m.
DISTINGUISHED SERVICE AWARD

11:10 – 11:30 a.m.
BREAK

11:30 a.m. – 12:30 p.m. BREAKOUT SESSION A

1:30 – 2:30 p.m. BREAKOUT SESSION B

2:45 – 3:45 p.m. BREAKOUT SESSION C

4:00 – 5:00 p.m. BREAKOUT SESSION D

BASICS	101 <i>Back by Popular Demand</i> A Crash Course on Deeds – Choosing, Using and Drafting <i>Marty G. Helle</i>	201 Torrens vs. Abstract – Understanding the Differences <i>Matthew J. Foli & Amy T. McGinn</i>	301 Nuts and Bolts of a Commercial Lease – Delivery, Permits, Build Out, Rent Commencement, Term, Options and More! <i>Matthew W. Buckley</i>	401 Navigating Property Tax Forfeiture After Tyler – Challenges and Opportunities for Public and Private Practitioners and Investors Alike <i>Nathan N. LaCoursiere</i>
	102 Understanding and Using the New Partition Statute <i>David J. Meyers</i>	202 Using the 30-and 40-Year Laws and Other Curative Acts to Resolve Title Problems <i>Barbara B. Gilmore</i>	302 Contracts for Deed – The 2025 Changes to the 2024 Law, the New Uniform Conveyancing Form, and Practice Issues <i>Peter B. Postma & Larry M. Wertheim</i>	402 15 Potential Recording Problems – And How to Avoid Them All <i>Matthew J. Foli & Amy T. McGinn</i>
	103 2025 Title Insurance Case Update <i>Nancy K. Landmark</i>	203 Conveyances Before Statehood: The Disputed Ownership of Downtown Duluth (Guaranteed to Pique Your Interest!) <i>Paul B. Kilgore</i>	303 7 Residential Real Estate Problems and Solutions <i>Kimberly E. Brzezinski</i>	403 10 TODD Mistakes That Cause Big Problems <i>Jennifer L. Carey</i>
	104 What Went Wrong? Top Construction Law Mistakes that Lead to Litigation <i>B.J. Nodzon & Cyri A. Van Hecke</i>	204 Title Insurance in Commercial Deals – Dealing with the Concerns of All Parties <i>Dawn M. Anderson, Todd M. Phelps & Holly A. Stocker</i> <i>Nancy K. Landmark (moderator)</i>	304 The Commercial Real Estate Purchase Agreement – Current Negotiation Strategies for the Toughest Issues <i>Shannon D. Hoagland</i>	404 The State of Real Estate in Minnesota – Current Trends and Key Updates Across Residential, Commercial, Office and Industrial Sectors <i>Christopher J. Stockness & Robert C. Strachota</i>
TITLE / CONVEYANCING	105 “Extend and Pretend” – Where Does It All End? <i>Timothy G. Becker, Thomas J. Kettleson & Damon Peters</i> <i>Justin P. Weinberg (moderator)</i>	205 What Really Matters: Top Construction Contract Issues Every Real Estate Lawyer Should Know <i>B.J. Nodzon</i>	305 When the Property Is Outside of Minnesota – 10 Title Challenges You Need to Understand <i>Danielle R. Haag & John Nielsen</i>	405 Negotiating the Loan Agreement – From the Borrower Perspective <i>Lica Tomizuka, Bradley F. Williams & Katie A. Welsch</i>
	106 Understanding Minnesota Land Use Law – An Overview <i>Peter J. Coyle</i>	206 <i>Back by Popular Demand</i> The Key Provisions in a Development Agreement – Developer Attorney v. City Attorney <i>Peter J. Coyle & Soren M. Mattick</i>	306 Navigating the Red Tape of City Government to Get Your Land Use Project Approved <i>Korine L. Land</i>	406 You Can’t Make This Up – Crazy Things I’ve Encountered and the Real Estate Lessons to Be Learned <i>Angela M. Christy</i>
COMMERCIAL / DEVELOPMENT	107 Residential Real Estate Disputes: Understanding the Buyer/Seller Arbitration Process <i>David J. McGee</i>	207 The Annual Medical Assistance Update – The Latest Changes and Practice Developments <i>Amber M. Hildebrandt & Julian J. Zweber</i>	307 Residential Landlord-Tenant Law and Practice – With Emphasis on Evictions <i>Robin Ann Williams</i>	407 Florida Real Estate Law – And How It Compares to Minnesota Law <i>Todd M. Phelps</i>
	108 <i>1.0 ethics credit applied for</i> AI Ethics – Use, Protecting Client Confidences, Billing, Disclosure and More! <i>Eric T. Cooperstein</i>	208 The 9 Key Condemnation Cases That Everyone Should Know <i>Thomas J. Radio</i>	308 New FINCEN Regulations Go Into Effect December 1: What the New Rules Mean for Real Estate Lawyers <i>Brad L.F. Hoeschen & David J. Krco</i>	408 <i>1.0 elimination of bias credit applied for</i> Elimination of Bias: From Humphrey to Today – The Evolution of Civil Rights Enforcement in Minneapolis <i>Kaela McConnon Diarra, Mark D. Stignani & Thuzong Xiong</i>
MISCELLANEOUS	12:30 – 1:30 p.m. LUNCHEON (provided to in-person attendees)	2:30 – 2:45 p.m. BREAK	3:45 – 4:00 p.m. BREAK	

Join us Thursday at 5:00 p.m. for the Institute Reception!



Sponsored by
Attorneys Title Guaranty Fund, Inc.

5:00 – 6:30 p.m.
INSTITUTE RECEPTION

DAY 2 – FRIDAY, OCTOBER 24, 2025

MORNING
PLENARY SESSIONS

7:30 – 8:00 a.m.
CONTINENTAL BREAKFAST

8:00 – 8:20 a.m.
MSBA REAL PROPERTY SECTION MEETING

8:20 – 8:30 a.m.
INTRODUCTION TO DAY 2

8:30 – 9:00 a.m.
Title Standards Update
Robert L. Russell & Alison M. Schubring

9:00 – 10:30 a.m.
Minnesota Case Law Update – Part 2
*Daniel G.B. Jensen
Paul B. Kilgore
Nancy K. Landmark
Samuel J.H. Sigelman*

10:30 – 10:45 a.m.
BREAK

**REGISTER
TODAY!**

www.minncle.org

10:45 – 11:45 a.m.
BREAKOUT SESSION E

501
How to Use the Minnesota Title Standards and White Pages
David B. Gates

502
E-Recording: Getting It Right and Avoiding Missteps
Kimberly E. Brzezinski & April J. Ellingsen

503
The Times Have Changed: How to Update, Clarify and Improve Older HOA Governing Documents
Jennifer L. Carey

504
Appealing a City or County Denial of (or Failure to Act) on a Land Use Request
Tamara O'Neill Moreland

505
6 Condemnation Issues – From the Government Perspective
Greta L. Bjerkness

506
8 Things to Know About Projects in Indian Country
Shauna L. Coons

507
Top 10 Things Real Estate Attorneys Need to Know About Minnesota's New Cannabis Laws and Regulations
Jason C. Tarasek

11:45 a.m. – 12:00 p.m.
BREAK

12:00 – 1:00 p.m.
BREAKOUT SESSION F

601
Real Estate Mistakes Made by Estate Planning and Probate Attorneys
Marty G. Helle

602
Boundary Problems and Surveys: How the Survey Can Be the Problem
*Sam Deleo, Barbara B. Gilmore & Tyson S. Smith
David J. Meyers (moderator)*

603
The Devil's in the Dirt: Avoiding Traps and Pitfalls of Environmental Issues in Property Transactions
Shannon D. Hoagland & J. Joseph Otte

604
Negotiating Price and Other Important Sticky Points in Commercial Real Estate Deals
Robert J. Olson

605
2025 Minnesota Foreclosure Update
Michael R. Sauer

606 *Back by Popular Demand*
The View of a Real Estate Litigator – 7 Big Mistakes That Lead to Liability and Litigation
Christopher R. Grote

607
Using AI to Help Review and Draft Contracts
Daniel A. Tysver

1:00 p.m.
INSTITUTE ADJOURNS

FREE POST-INSTITUTE WEBCASTS IN JANUARY

Attendees of the 2025 Real Estate Institute may view 5 of the following webcasts for FREE after the Institute! Instructions on how to register for free will be provided to attendees during the Institute.

- Tuesday, January 13, 2026 | 9:00 – 10:00 a.m.
Commercial Purchase and Sale Basics – An Overview of the Commercial Transaction
Marvin A. Liszt
1.0 standard CLE credit applied for
1.0 advanced real estate specialist credit applied for
- Tuesday, January 13, 2026 | 12:00 – 1:00 p.m.
Understanding Legal Descriptions – Government Surveys, Plats, Other Land Description Methods and Beyond
Matthew A. Anderson
1.0 standard CLE credit applied for
1.0 advanced real estate specialist credit applied for
- Tuesday, January 13, 2026 | 2:00 – 3:00 p.m.
Elimination of Bias – The Hidden Psychology of Depositions: Recognizing and Managing Cognitive Traps
Sybil L. Dunlop
1.0 elimination of bias credit applied for
- Wednesday, January 14, 2026 | 12:00 – 1:00 p.m.
Tips for Avoiding Common Ethics Violations
Caitlin Guilford & Amanda Siefman
1.0 ethics credit applied for
- Wednesday, January 14, 2026 | 2:00 – 3:00 p.m.
Helping Clients Get Out of Timeshares
William G. Cottrell
1.0 standard CLE credit applied for
1.0 advanced real estate specialist credit applied for
- Thursday, January 15, 2026 | 12:00 – 1:00 p.m.
Overview of Conservation Easements
Samuel V. Case, Amy M. Schwarz & Aaron P. White
1.0 standard CLE credit applied for
1.0 advanced real estate specialist credit applied for
- Thursday, January 15, 2026 | 2:00 – 3:00 p.m.
Leasing Land for Solar and Energy Storage Projects: Negotiation and Drafting Clean Energy Leases When Representing the Landowner
Jeremy N. Kalin
1.0 standard CLE credit applied for
1.0 advanced real estate specialist credit applied for
- Friday, January 16, 2026 | 12:00 – 1:00 p.m.
Mental Health and Substance Use in the Legal Profession
Jon M. Tynjala & Jessica L. Willes
1.0 mental health/substance use credit applied for

Special Thanks to
Our Co-sponsor

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MSBA REAL PROPERTY
SECTION

We Also Thank
These Sponsors:

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Mark your calendars!

**The 2026
Real Estate Institute**

October 22-23, 2026
Saint Paul RiverCentre

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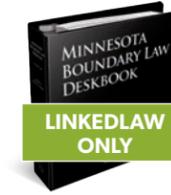
Minnesota Real Estate Titles Deskbook

The *Minnesota Real Estate Titles Deskbook* provides an in-depth analysis of all aspects of examining title and clearing title defects. The title exam portion of the Deskbook dives into topics like marketable title, legal description, conveyances, and encumbrances. The resolution of title problems section dives into the different ways to resolve those problems, including voluntary resolution, cancellation, property registration, and actions involving the courts. Written with the practicing attorney in mind, the Deskbook includes valuable insights and practice tips collected from the editors' and authors' many years of experience and practical know how. Available in hard copy or digital (LinkedLaw).



Minnesota Real Estate Purchase and Sale Deskbook

The *Minnesota Real Estate Purchase and Sale Deskbook* walks you through the entire process of purchasing and selling both residential and commercial real estate. It is filled with practice tips, sample language, and forms, and covers everything you need to know about purchase agreements, the major players in the transaction, income and property taxes, title issues, closings, special issues that may arise with various types of properties, and much more! Available in hard copy or digital (LinkedLaw).



Minnesota Boundary Law Deskbook

The *Minnesota Boundary Law Deskbook* is the go-to resource on boundary law issues, offering thorough legal analysis, practical tips, and forms to help you in your practice. It provides information on determining boundaries based on legal descriptions, surveys, adverse possession, and practical location. It also covers waterfront property issues and other special boundary problems as well as information on solving disputes both judicially and non-judicially. Available digitally (LinkedLaw).



8 InFORMed Annotated Legal Documents

InFORMed annotated legal documents are expertly drafted legal forms and documents containing annotations and helpful commentary by expert attorneys. You'll receive drafting rationales and insights from the author, along with practice tips and citations to pertinent authority. Checklists and sample language also may be provided. Each InFORMed annotated document comes with a companion eFormbook which is accessible through your account on the Minnesota CLE website. The eFormbook contains the unannotated version of the documents included in the manual.

1. Common Interest Communities
2. Development Agreement
3. New Home Construction Agreement
4. Purchase Agreement for Vacant Land
5. Retail Lease – Strip Mall
6. Board-Managed LLC Operating Agreement
7. Manager-Managed LLC Operating Agreement
8. Single Member-Managed LLC Operating Agreement

TO PURCHASE:

Visit the Minnesota CLE Publications Booth at the Institute.

Or order online at www.minncle.org.

Or call Minnesota CLE at 800-759-8840.

LIVE IN-PERSON EVENT

Thursday & Friday, October 23-24, 2025
 Saint Paul RiverCentre
 175 West Kellogg Boulevard
 Saint Paul, MN 55102

ONLINE REPLAY

Thursday & Friday, November 20-21, 2025
 Attend online at www.minncle.org

Online replay includes all plenary sessions and select breakout sessions. A moderator will be available to answer questions by email.

CREDITS – REAL ESTATE INSTITUTE

Minnesota CLE is applying to the Minnesota State Board of CLE for **10.25 total CLE credits**. We anticipate that breakout #108 will qualify for 1.0 ethics credit and breakout #408 will qualify for 1.0 elimination of bias credit. In no case may you claim more than 10.25 total credits for the Real Estate Institute. Application also is being made to the MSBA for **10.25 advanced real estate specialist credits**.

CREDITS – ONLINE REPLAY

Minnesota CLE is applying to the Minnesota State Board of CLE for **10.25 total CLE credits**. In no case may you claim more than 10.25 total credits for the Real Estate Institute. Application also is being made to the MSBA for **10.25 advanced real estate specialist credits**.

CREDITS – FREE WEBCASTS

Minnesota CLE is applying to the Minnesota State Board of CLE and to the Minnesota State Bar Association for the credits as listed by each webcast on page 7 of this brochure.

CANCELLATION / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

SCHOLARSHIPS AVAILABLE!

Minnesota CLE maintains a scholarship program for those with a financial need. For more information or to obtain an application, contact Minnesota CLE at customerservice@minncle.org.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend, please contact Minnesota CLE as soon as possible at customerservice@minncle.org or 800-759-8840.

QUESTIONS?

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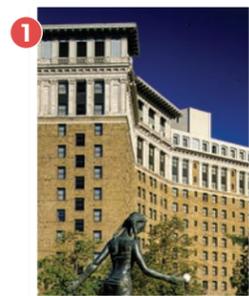


P PARKING – ARRIVE EARLY!

The Institute begins around 8:00 a.m. each day. We encourage commuters to allow plenty of time for rush hour traffic and for parking. Please take special note of the map which indicates the RiverCentre location and adjacent parking lots.

**COMING FROM OUT OF TOWN?
 CHECK OUT OUR ROOM RATES AT NEARBY HOTELS!**

Minnesota CLE has established special room rates for Institute attendees at the hotels listed below. Mention the Minnesota CLE Real Estate Institute to receive these special rates. Make your reservations early to ensure room/rate availability!



The Saint Paul Hotel
\$169 per night (plus tax)
 350 Market Street
 651-292-9292
 Reserve by
 Wednesday, September 24, 2025



**Holiday Inn
 St. Paul Downtown**
\$139 per night (plus tax)
 175 Seventh Street West
 651-225-1515
 Reserve by
 Thursday, September 25, 2025



**Hampton Inn
 Downtown St. Paul**
\$121 per night (plus tax)
 200 Seventh Street West
 651-224-7400
 Reserve by
 Tuesday, September 30, 2025

The 2025 Real Estate Institute

Register today at www.minncle.org!

**1 REGISTER FOR IN-PERSON INSTITUTE:
 OCTOBER 23 & 24, 2025**

- \$525 MSBA member
- \$525 paralegal
- \$595 standard rate
- I have an In-person or Super Minnesota CLE Season PassSM and will attend in-person at no charge.
- I have an Online Minnesota CLE Season PassSM and will attend in-person at half-price.

- OR -

**2 REGISTER FOR ONLINE REPLAY:
 NOVEMBER 20 & 21, 2025**

Registration must be made online at www.minncle.org

- Tuition rates are the same as the in-person Institute rates.
- Online and Super Minnesota CLE Season Passholders may attend online replay at no charge.
- In-Person Minnesota CLE Season Passholders may attend online replay at half-price.

**3 FREE WEBCASTS
 IN JANUARY:**

1. Commercial Purchase and Sale Basics – An Overview of the Commercial Transaction
2. Understanding Legal Descriptions – Government Surveys, Plats, Other Land Description Methods and Beyond
3. Elimination of Bias – The Hidden Psychology of Depositions: Recognizing and Managing Cognitive Traps
4. Tips for Avoiding Common Ethics Violations
5. Helping Clients Get Out of Timeshares
6. Overview of Conservation Easements
7. Leasing Land for Solar and Energy Storage Projects: Negotiation and Drafting Clean Energy Leases When Representing the Landowner
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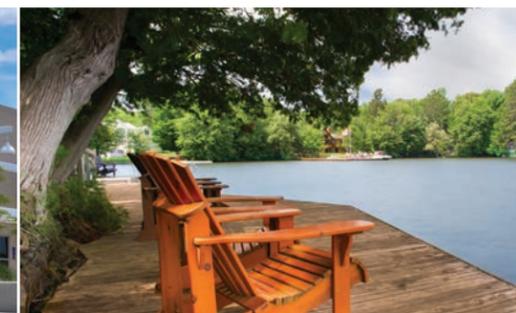
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