OCTOBER 22 & 23, 2026
SAINT PAUL RIVERCENTRE

THE 2026

REAL ESTATE INSTITUTE

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

The Event of the Year for Minnesota Real Estate Attorneys!

New! New! New!
The easiest way to make sure you are up to speed on all legislative, case, regulatory and other new developments!

40+ Sessions!
Choose the topics according to your specific needs and interests.

Helpful Resource Materials!
Reference material on topics covered at the Institute.

Earn 15 Credits!
Attend the Institute and 6 free webcasts to earn 15 credits – a full year's worth of required education!

Ethics and Elimination of Bias Credit!
If needed, you can choose to pick up both ethics and elimination of bias credit at the Institute.

And So Much Fun!
It's a great conference and catch-up time with friends and colleagues. Learning should always be this fun!

The Nation's Best (and most fun!) Real Estate Law Conference!

Excellent Session Choices, Helpful Materials and 2 Days with Friends and Colleagues

The Real Estate Institute provides practical instruction on dozens of topics and includes a wealth of valuable resource material. It's also the best way to make sure you are up to date on all the new cases, legislation, title standards and other developments. And, on top of everything, it's a fun 2 days with friends and colleagues from around the state.

Short Plenary Sessions and Breakout Choices on Both Thursday and Friday

In order to make the Institute even more tailored to your needs, the plenary sessions are short on both Thursday and Friday, with many breakout sessions planned to give you maximum flexibility in creating a conference that is most valuable to you.

9 Credits at the Institute and 6 Post-Institute Webcast Credits = 15 Total Credits Possible!

Not only is the Institute a great event with excellent learning opportunities, helpful materials and lots of fun, but it allows you to get all the credits you need each year! Don't miss out on this wonderful opportunity!

Quality Materials – Plus Online Access Before and After the Conference. Plenary and Breakout Materials Distributed at the Institute.

The written materials for the Institute will be posted online before the conference – for your use and to help you make your breakout session choices. At the Institute, you will receive a book containing all of the plenary materials in hard copy form, and you will pick up a hard copy of the breakout materials as you enter each breakout session. Plus, you'll have online access to all of the Institute materials, including all breakout sessions, after the conference.

You'll Leave Renewed and Invigorated!

It's like going on a retreat with friends and colleagues – you'll learn a lot in a fun conference setting and have time to visit and reconnect with friends from around the state. And, best of all, you'll leave the Institute recharged and ready to tackle your real estate files with renewed energy – and new insights!

If You're Coming From Out of Town, Check Out Our Hotel Deals

Check out page 10 to see hotels adjacent to the St. Paul RiverCentre and the good rates we've secured for Institute attendees. Be sure to make your reservations early to ensure room availability.

An Online Replay of Portions of the Institute on November 19 & 20!

The plenary sessions and select breakout sessions will be recorded and offered as an online replay on Thursday & Friday, November 19 & 20, 2026. The online replay will qualify for 9 credits – the same as the in-person Institute.

DONT' MISS OUT! Register today at www.minncle.org

INSTITUTE BONUS BENEFITS

1. A **Once-a-Year** Chance to Meet with Friends and Colleagues from Around the State
2. The Easiest Way to Get Up to Date on All Real Estate **New Law,** New Cases and New Developments
3. The Opportunity to Get Many of Your **Specialty Credits**
4. The **Always-Fun Reception** sponsored by Attorneys Title Guaranty Fund, Inc.
5. **15 Credits** Available – 9 Credits at the Conference and 6 Credits at the Free Post-Institute Webcasts
6. The **Best Deals** of the Year on Real Estate Publications
7. You Choose from Among More Than **40 Breakout Sessions**
8. The **Materials, PowerPoints and Recorded Sessions** Are All Available to You on Your Minnesota CLE Website Account After the Institute
9. The Opportunity to Learn from and Chat with an **Outstanding Faculty**
10. A Wonderful **Conference Setting** at the Saint Paul RiverCentre
11. And It's Just a **Lot of Fun!**

THURSDAY, OCTOBER 22, 2026

MORNING PLENARY SESSIONS

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

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

8:30 – 9:30 a.m.

Hot Topics

- Data Center issues
- AI issues – the good and bad
- More on the New Partition statute
- Real estate fraud problems including notary fraud
- Road to Housing Act and its impact
- Dealing with the impact of uncertainty on construction – tariffs, inflation, Buy America
- FINCEN/CTA updates
- The "New" Lobbying Law
- Manufactured/modular building
- Property tax issues under the new forfeiture laws
- Access problems with lake properties and hunting land
- How to allocate shoreland to the riparian owner as a body of water recedes

Angela M. Christy & David J. Meyers

9:30 – 10:30 a.m.

2026 Minnesota Case Law Update

Nancy K. Landmark, Daniel G.B. Jensen, Shaun D. Redford & Samuel J.H. Sigelman

10:30 – 10:40 a.m.
DISTINGUISHED SERIVCE AWARD

10:40 – 11:10 a.m.
BREAK

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

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	11:10 a.m. – 12:10 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 **How to Read and Understand a Survey** *Nancy K. Landmark*	201 **Drafting CIC Governing Documents to Comply with the Minnesota Common Interest Ownership Act** *Jennifer L. Carey*	301 **Real Estate Finance for the Rest of Us – Understanding Financial Terms and What's Negotiable and More** *Nathan M. Brandenburg & Leah DeGrazia*	401 **Understanding Title Commitments and Clearing the Title Problems Noted** *Barbara B. Gilmore*
TITLE / CONVEYANCING	102 **5 Difficult Title Problems – And Solutions** *Barbara B. Gilmore, Robert L. Russell & Tyson S. Smith David J. Meyers (moderator)*	202 **Current Issues for Torrens Examiners and Registrars** *Kimberly E. Brzezinski, Racheal M. Holland & Jody L. McGinley*	302 **Protecting the Residential Seller or Buyer – Changes to Consider to the Real Estate Agent's Forms** *Robert L. Russell*	402 **Identifying, Analyzing, and Solving Complex Boundary Problems** *Kimberly E. Brzezinski, Sam DeLeo & David J. Meyers*
	103 *Repeated at #601* **The Complete Guide to Using Contracts for Deed Successfully** *Marty G. Helle*	203 **Guidelines for Drafting Easements and Covenants That Work Now, and in the Future** *Tyson S. Smith*	303 **Times Up! Statutes of Limitations for Real Property Interests in the Chain of Title – Mortgages, Leases, Mechanic's Lien, Lis Pendens, Medical Assistance Liens, and More!** *Matthew J. Foli*	403 **Torrens v. Abstract: How Did We Get Here and Why Does It Matter?** *David B. Gates*
COMMERCIAL / DEVELOPMENT	104 **A Mock Construction Contract Negotiation – What the Parties Say and Why** *Nena M. Lenz, Jesse R. Orman & Kyle S. Willems Michael R. Schechter (moderator)*	204 **7 Key Clauses in the Commercial Loan Agreement – And How to Protect Your Client** *Katie A. Welsch*	304 **Negotiating and Drafting Core Economic Terms in a Commercial Lease** *David M. Streier*	404 **From Workout to Foreclosure: Current Trends in Distressed Real Estate** *Tim G. Becker, Michel Lynch & Michael A. Rosow Matthew C. Robinson (moderator)*
	105 **7 Things That Can Go Wrong in a Commercial Closing** *Matthew A. Anderson & Micheal D. Fleming*	205 **Data Center Issues** *Andrew M. Biggerstaff, Howard A. Roston & Jacob W. Steen Soren M. Mattick (moderator)*	305 **7 Keys to Successfully Handling the Real Estate Aspect of a Business Purchase or Sale** *Jeffrey W. Shea*	405 **Drafting Insurance and Indemnity Clauses in Commercial Loan Agreements, Commercial Leases, et.al.** *Gary C. Eidson*
	106 **6 Property Valuation Essentials You Must Know** *Adam J. Pabarcus & Timothy A. Rye*	206 **What In-House Attorneys Want from Their Outside Counsel** *Paula K. Beck, Laura Graf, Tom Lynn & Audra Williams Shannon D. Hoagland (moderator)*	306 **Impact of the New Lobbying Law for Real Estate Attorneys – Including the Effect of Non-Compliance** *Megan Engelhardt*	406 **Impact of Cannabis on a Myriad of Real Estate Situations and Transactions** *Mitchel C. Chargo*
MISCELLANEOUS	107 *1.0 ethics credit applied for* **How to Avoid Generating Ethics Issues with Generative AI** *Eric T. Cooperstein*	207 **Practical Uses of AI for Practicing Attorneys** *Paul M. Floyd, Alejandro Monarez & Stephen E. Yoch*	307 **From Prompt to Product: Getting Great Results With AI-Generated Legal Content** *Todd C. Scott*	407 **The Why, Where and How of Building Conversions – Practical Tips and Lessons Learned** *Katrina Cadalbert & Amy L. DuMond Kottke*
	108 **The New MCIOA Legislation and Its Impact on Homeowners Associations** *Phaedra J. Howard*	208 **Real Estate in Minnesota Appellate Courts: Unique Issues and Best Practices** *Peter K. Doely*	308 **2026 Mortgage Foreclosure Update** *Melissa L. Porter & Michael R. Sauer*	408 **AI Product Comparisons – The Strengths and Weaknesses of the Leading AI Products** *Paul M. Floyd & Alejandro Monarez*
	12:10 – 1:30 p.m. LUNCH (provided to in-person attendees)	2:30 – 2:45 p.m. BREAK	3:45 – 4:00 p.m. BREAK	5:00 – 6:30 p.m. **INSTITUTE RECEPTION**

FRIDAY, OCTOBER 23, 2026

MORNING PLENARY SESSIONS		11:00 a.m. – 12:00 p.m. BREAKOUT SESSION E	12:15 – 1:15 p.m. BREAKOUT SESSION F
7:30 – 8:10 a.m. CONTINENTAL BREAKFAST			
8:10 – 8:30 a.m. MSBA REAL PROPERTY SECTION MEETING			
8:30 – 9:05 a.m. **2026 Title Standards Update** *Robert L. Russell & Alison M. Schubring*	BASICS	501 **The Latest Word on the New Partition Law** *David J. Meyers*	601 *Repeat of #103* **The Complete Guide to Using Contracts for Deed Successfully** *Marty G. Helle*
9:05 – 9:35 a.m. **2026 Legislative Update** *Jennifer L. Carey & Scott M. Lucas*	TITLE / CONVEYANCING	502 **Making Sure You Get the Right Title Insurance Endorsements for Your Project** *Nancy K. Landmark*	602 **Representing Residential Real Estate Consumers in the Post-Settlement Era** *Douglas R. Miller*
9:35 – 10:30 a.m. **2026 Minnesota Case Law Update (continued)** *Nancy K. Landmark, Daniel G.B. Jensen, Shaun D. Redford & Samuel J.H. Sigelman*	COMMERCIAL / DEVELOPMENT	503 **How to Quarterback Your Client's Next Project – A Planning Process That Really Works** *Shannon D. Hoagland*	603 *Back by Popular Demand* **Laying the Groundwork, Litigating the Fallout: A Dual-Perspective Guide to Construction Law** *Rachael E. Stack & Cyri A. Van Hecke*
		504 **Handling the Challenges of a Mixed-Use CIC Development** *Thomas L. Bray, Angela M. Christy & David B. Gates Jennifer L. Carey (moderator)*	604 **Common Lease Disputes, Tenant and Landlord Remedies, and the Effect of Bankruptcy** *Paul L. Ratelle*
10:30 – 11:00 a.m. BREAK	MISCELLANEOUS	505 **When Water Runs with the Land: Drainage Law in Minnesota Real Estate** *Kale R. Van Bruggen*	605 **TODDs – The Good, the Bad and the Ugly TODD Uses** *Wayne D. Anderson & Todd Uecker*
		506 **What Real Estate Practitioners Need to Know About Medical Assistance Estate Recovery** *Mark A. Eekhoff*	606 **What Does Shakespeare Have to Do with Real Estate? You'd Be Surprised!** *Angela M. Christy*
		507 **Real Estate Fraud – Protecting Yourself and Your Client** *Mary Thomas*	
		12:00 – 12:15 p.m. BREAK	1:15 p.m. INSTITUTE ADJOURNS

REGISTER TODAY!

www.minncle.org

FREE POST-INSTITUTE WEBCASTS IN JANUARY

Attendees of the 2026 Real Estate Institute may view 6 of the following webcasts for FREE after the Institute! Instructions on how to register for free will be provided to attendees during the Institute.

1. **The State of Real Estate in Minnesota – Current Trends and Key Updates Across Residential, Commercial, Office and Industrial Sectors**
   Christopher J. Stockness & Robert J. Strachota
   1.0 standard CLE credit applied for
   1.0 advanced real estate specialist credit applied for

2. **Commercial Purchase Agreements – with Annotated Forms**
   Sara N. Wilson
   1.0 standard CLE credit applied for
   1.0 advanced real estate specialist credit applied for

3. **ADHD in the Legal Profession: Challenges and Strategies for Success**
   Jacob C. Harksen
   1.0 mental health/substance use credit applied for

4. **Help for Colleagues in Crisis: Recognizing and Responding to Impairment and Other Challenges in the Legal Profession**
   Jon M. Tynjala
   1.0 elimination of bias credit applied for

5. **So You Want to Build or Remodel – Land Use and Local Regulations for Lakeshore Property**
   Scott B. Landsman
   1.0 standard CLE credit applied for
   1.0 advanced real estate specialist credit applied for

6. **The How, When and Why of Development – Subdivisions, Rezoning, Variances, Permits and More**
   David S. Kendall
   1.0 standard CLE credit applied for
   1.0 advanced real estate specialist credit applied for

7. **Top Ethical Conundrums in Real Estate Law**
   Charles E. Jones
   1.0 ethics credit applied for

Mark your calendar for next year's Institute!

2027 REAL ESTATE INSTITUTE

THURSDAY & FRIDAY, OCTOBER 28 & 29, 2027 ■ SAINT PAUL RIVERCENTRE

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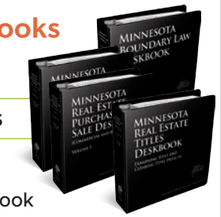

REAL ESTATE DESKBOOKS

Minnesota Real Estate Purchase and Sale Deskbook

This 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!

Minnesota Real Estate Titles Deskbook

This Deskbook provides in-depth analysis of all aspects of examining title and clearing title defects. It covers topics like marketable title, legal description, conveyances, and encumbrances, and dives into the different ways to resolve title problems, including voluntary resolution, cancellation, property registration, and actions involving the courts. It includes valuable insights and practice tips collected from the editors' and authors' many years of experience and practical know-how.

Minnesota Boundary Law Deskbook

This 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.

PROBATE / ESTATE DESKBOOKS

- Drafting Wills and Trust Agreements with eFormbook
- Minnesota Estate Administration Deskbook with eFormbook
- Minnesota Guardianship and Conservatorship Law with eFormbook
- Minnesota Trust Administration Deskbook with eFormbook
- Minnesota Trust and Estate Litigation Deskbook

BUSINESS DESKBOOKS

- LLCs Deskbook with eFormbook
- Minnesota Business Forms Deskbook with eFormbook
- Minnesota Contracts Deskbook

In-person attendees may take advantage of these offers by visiting the Minnesota CLE Publications Booth at the Institute.

Online replay attendees may place orders online at www.minncle.org on either November 19 or 20 using a coupon code that will be provided at the replay.

20% Off
All Minnesota CLE Annotated Documents, Summary Guides and Legal QuickSheets

ANNOTATED DOCUMENTS

Legal forms and documents containing annotations, commentary, drafting rationales and practice tips by expert attorneys. Each has a companion eFormbook providing the documents in an unannotated electronic format that can be downloaded for your own use.

- Common Interest Communities
- Development Agreement
- New Home Construction Agreement
- Purchase Agreement for Vacant Land
- Retail Lease – Strip Mall
- Board-Managed LLC Operating Agreement
- Family Cabin LLCs Under MN Statutes Chapter 322C
- And More!

SUMMARY GUIDES

- Commercial Leasing
- Construction Claims
- Easements
- Eminent Domain
- Completing and Reviewing Notarial Certificates for Real Estate Transactions
- Mechanics' Liens in Minnesota
- Mortgage Foreclosures in Minnesota
- Recording Real Estate Documents
- Section 1031 Like-Kind Exchanges of Real Property
- Comparing Minnesota Business Entities
- And More!

LEGAL QUICKSHEETS

- Initial Registration of Title
- Common Interest Communities
- Title Examination in Minnesota
- Property and Liability Insurance in Commercial Real Estate Transactions
- Protecting Buyers in a Residential Real Estate Transaction
- Proceedings Subsequent to Initial Registration
- Quick References to Approvals, Permits and Entitlements for Real Estate Developments
- Real Property Probate Transfers
- Registration of Land without Court Proceedings
- Small Business Administration Loans
- Title Examination in Minnesota
- Probate Initiation and Administration Tips
- And More!

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To learn more, please reach out to Becky Flint at bflint@minncle.org.

SAINT PAUL RIVERCENTRE

★ 175 West Kellogg Boulevard
Saint Paul, MN 55102

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!

1

The Saint Paul Hotel
$169 per night (plus tax)
350 Market Street
651-292-9292
Reserve by Wednesday, September 23, 2026

2

Holiday Inn St. Paul Downtown
$115 per night (plus tax)
175 Seventh Street West
651-225-1515
Reserve by Wednesday, September 30, 2026

3

Hampton Inn Downtown St. Paul
$115 per night (plus tax)
200 Seventh Street West
651-224-7400
Reserve by Monday, September 28, 2026

GENERAL INFORMATION

LIVE IN-PERSON EVENT

Thursday & Friday, October 22-23, 2026
Saint Paul RiverCentre
175 West Kellogg Boulevard
Saint Paul, MN 55102

LIMITED ONLINE REPLAY

Thursday & Friday, November 19-20, 2026
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 **9.0 total CLE credits.** We anticipate that breakout #107 will qualify for 1.0 ethics credit. In no case may you claim more than 9.0 total credits for the Real Estate Institute. Application also is being made to the MSBA for **9.0 advanced real estate specialist credits.**

In addition, three post-Institute webcasts will also qualify for specialty credit.

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. 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 individuals with a financial need. For more information or to obtain a scholarship application, please 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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THE 2026

REAL ESTATE INSTITUTE

Attend In Person
Thursday & Friday, October 22-23, 2026
Saint Paul RiverCentre

Can't attend the in-person seminar? View the online replay!
Thursday & Friday, November 19-20, 2026
www.minncle.org

1

Register online at www.minncle.org
For assistance, contact Minnesota CLE at **customerservice@minncle.org** or call **800-759-8840**.

TUITION RATES:

$545 MSBA member rate
$545 paralegal / legal assistant rate
$595 standard rate

SEASON PASSHOLDERS:

- **Super Passholders** may attend the in-person seminar or the online replay at no charge.
- **In-Person Passholders** may attend the in-person seminar at no charge or the online replay for 50% off.
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FREE!
Attendees of the 2026 Real Estate Institute may view 6 of the 7 webcasts listed here for free! Instructions on how to register for free will be provided.

6 BONUS WEBCASTS

January 2027 – Dates & Times TBA

Attendees select 6 from the following:

1. The State of Real Estate in Minnesota – Current Trends and Key Updates Across Residential, Commercial, Office and Industrial Sectors
2. Commercial Purchase Agreements – with Annotated Forms
3. ADHD in the Legal Profession: Challenges and Strategies for Success
4. Help for Colleagues in Crisis: Recognizing and Responding to Impairment and Other Challenges in the Legal Profession
5. So You Want to Build or Remodel – Land Use and Local Regulations for Lakeshore Property
6. The How, When and Why of Development – Subdivisions, Rezoning, Variances, Permits and More
7. Top Ethical Conundrums in Real Estate Law

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CAN'T ATTEND? You can still get the materials!

Session materials will be available electronically in our eCoursebook Collection after November 23. Subscribe to the eCoursebook Collection or purchase individual chapters at **www.minncle.org/publications/ecoursebook-collection-subscriptions**.

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