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## (Postponed) Land Use and Title Issues Pertaining to Commercial Real Estate

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March 23, 2020

Suburban West REALTORS® Association

### Land Use and Title Issues Pertaining to Commercial Real Estate

#### Speaker:

**Daniel B. Markind**, Shareholder, Real Estate and Corporate Departments, Flaster Greenberg PC

#### Date & Time:

March 23, 2020

9:00 a.m. - 5:00 p.m.

#### Location:

Suburban West REALTORS® Association

Malvern, PA

#### Overview & Agenda:

##### LAND USE ISSUES

##### Objectives:

- Understand the structure and basis for Real Estate land use law in Pennsylvania
  - Learn the difference between terms and concepts used in land use and zoning
  - Learn how issues relating to land use can be handled in marketing a property and in negotiating agreement of sale
  - Learn the limits of zoning laws – what a municipality can't do
  - Be aware of mistakes real estate purchasers and investors make
1. Legal basis for land use and zoning laws.
  2. What is the difference between zoning in Philadelphia and zoning in the rest of the Commonwealth
  3. What do land use terms mean?
  4. How do land use issues affect the marketing of Property?
  5. How to handle negotiating Agreements of Sale from the Buyer's and Seller's perspective.
  6. What types of zoning laws are not permissible?
  7. What are some important mistakes buyers and sellers make?

*Continued*

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## COMMERCIAL TITLE INSURANCE ISSUES

### Objectives:

- Understand what title insurance policies are
  - Learn how to read and understand title insurance commitments and what key points to look for
  - Understand what title insurance does and does not cover
  - Learn what type of title endorsements are available and what their affect is
  - Be aware of mistakes real estate purchasers and investors make
1. What title insurance is and is not.
  2. Differences between a title insurance commitment and a title insurance policy, and what are title policy markups?
  3. What types of claims are covered by title insurance?
  4. What types of title insurance endorsements are available and what are their effects?
  5. Common mistakes real estate purchasers and investors make concerning title insurance.

### ATTORNEYS MENTIONED

Daniel Markind