

2014 Real Estate Continuing Education Commercial Course 1 – Wisconsin Listings

Commercial Course 1 – Wisconsin Listings covers the listing contracts property owners use to hire a broker to market a property. Examines using approved listing contracts and what a licensee can do when a property owner wants to use a non-approved listing contract. Reviews broker obligations to provide agency in commercial transactions. Explores when a broker needs to consider lead based paint disclosure and fair housing laws when engaging in commercial transactions. Provides instruction on modifying an approved listing contract to create a one-party listing contract or an open listing contract. Focuses on specific contract provisions such as delivery, marketing, protected buyers, extension of the listing, open houses, and showing responsibilities. Discusses proper execution of listing contracts including signatures and termination procedures. Topics covered also include amending listing contracts, how commercial seller's use real estate condition reports, commissions, and antitrust laws.

2014 Real Estate Continuing Education Commercial Course 2 – Wisconsin Offers –

Course 2 – Wisconsin Offers reviews use of the WB-15 Commercial Offer to Purchase. Discusses situations that trigger mandatory and discretionary disclosure obligations and how to comply. Provides instruction on specific contract provisions such as the financing and appraisal contingencies, acceptance and binding acceptance, and delivery including the rules for electronic delivery. Explores using addenda, real estate condition reports, and determining which parties are necessary to create a binding contract. Licensees will also cover how parties use the WB-45 Cancellation Agreement & Mutual Release to rescind a contract and direct disbursement of the earnest money and how to avoid violations of the Real Estate Settlement Procedures Act (RESPA).

2014 Real Estate CE Commercial Course 3 – Wisconsin New Developments

Wisconsin New Developments updates licensees with the most recent changes and developments in real estate law, practices, and procedures. Explains changes to Wisconsin statutes, administrative code provisions, and case law. Discusses land use regulations related to piers, boathouses, and nonconforming structures. Addresses Wisconsin Administrative Code REEB 24 regulatory revisions. Provides instruction on revised forms including the option to purchase and the new law requiring owners of vacant land to provide disclosure reports. Looks at pending and proposed legislative and regulatory changes, forms revisions, and other potential changes to licensing regulations. Attendees will also receive an overview of proposed changes, legislation, policy changes, and other practice issues that are on the horizon.

2014 Real Estate CE Commercial Course 4 – Contingencies in WI Approved Offer Forms

Contingencies in Wisconsin Approved Offers Forms explores using contingencies with Wisconsin approved offers to purchase. Covers instruction on drafting enforceable contingencies and how to avoid drafting errors. Provides instruction on recognizing competency to draft a contingency and when to request outside assistance. Reviews the closing of a buyer's property contingency, the secondary offer contingency, and the inspection contingency. Using contingencies, timing related to deadlines, and satisfaction of the contingencies will be addressed. Also reviews using contingencies that are not pre-printed in the approved forms such as testing contingencies.

2014 Real Estate Continuing Education Elective B – Unique Transaction Types and Issues

Elective B - Unique Transaction Types and Issues provides instruction on less common transaction issues that licensees will encounter in practice. Discusses the new WB-24 Option to Purchase. Explores using an option with a lease to create "rent-to-own" arrangements between buyers and sellers. Covers land contracts, rights of first refusal, and working with relocation companies. Reviews preventing violations of the Secure and Fair Enforcement for Mortgage Licensing Act (SAFE Act) when working with seller-financed transactions.

2014 Real Estate Continuing Education Commercial Elective D – Agency Roles with Buyers in WI

Elective D – Agency Roles with Buyers in Wisconsin provides instruction on the buyer agency relationship between buyers and brokers. Distinguishes between a client and a customer and the duties when working with clients and customers. Explores agency roles when working with relocation companies. Provides instruction on how to explain designated agency, multiple representation without designated agency, and single agency to consumers. Focuses on working with buyers and how to comply with agency obligations when providing services to more than one client in a transaction or providing services in more than one transaction. Reviews the course of an agency relationship beginning with pre-agency, entering into an agency agreement, and the duties that a broker owes even after the transaction is complete.