Real Estate

Themes:

• Guiding the practice of real estate law.

Conversation Starters:

• What drew you to a practice in real estate?
• What do you believe a real estate practice looks like?
• Who do you represent, and where are the possible conflicts of interest?
• What does a real estate transaction entail; what is the attorney’s role?
• What are the major differences between a residential and a commercial transaction?
• What are the pitfalls in litigation involving real estate?
• How do I find out information about a specific piece of real estate?
• If I think there may be a lawsuit, what steps do I need to take?
  ◦ What is a lis pendes; does my client need one?
  ◦ What is a litigation guarantee, does my client need one?

Activities:

• Discuss various types of real estate disputes. For example: contract issues, landlord/tenant disputes, zoning issues, liens, boundary line disputes, trespass and nuisance claims. Introduce mentee to attorneys with experience in these areas.

• Conduct a mock intake interview with mentor acting as the client and mentee acting as the attorney. Mentee should debrief to describe steps necessary to assist client or any necessary litigation plan.

• Discuss what is necessary for a buyer’s due diligence.

• Discuss life of a real estate transaction: purchase and sales agreements; earnest money; UCC searches and title reports; closing documents and the closing process.

• Introduce mentee to other attorneys practicing in real estate.
Real Estate

Activities (continued):

• Introduce mentee to escrow agents, title companies, brokers, and lenders.

• Visit the courthouse and learn about commissioner’s calendars [especially if practice will include show cause hearings].

• Attend a Real Property, Probate and Trust Section CLE.

• Sign-up for the Real Property, Probate and Trust Section listservs.

• Review auditor and assessor websites from various counties. Review GIS for your county of practice. Learn how to retrieve recorded documents.

Resources:

• Discuss what additional resources the mentor/mentee have found useful in their own practice.

• WSBA Real Property, Probate and Trust Section: http://www.wsbarppt.com/


• Individual county’s recorded document searches

• Washington Law Help regarding evictions and landlord/tenant issues: http://www.washingtonlawhelp.org/issues/housing