



## Realtor Seminars

### **Understanding the Fine Print: Protecting Your Buyers Under Builder's Contracts**

Your clients rely on your expertise and experience to guide them through the home buying process. Builder's contracts can vary greatly, and it's impossible to predict what may occur during construction. You can, however, help your client understand the ins and outs of these types of contracts and make them aware of the builder's legal obligations. Topics include:

- Basic contract law
- Pre-approved lender letter
- Buyer's outside lender
- Upgrade options
- Buyer's default
- Seller's default
- Walkthroughs
- Builder's rights
- Buyer's agent beware

### **Builder's Warranties: Guarantees or Smoke & Mirrors?**

There are many reasons your buyers could be interested in new construction. One might have the misconception that new homes do not have any problems. Or perhaps your buyers believe that any issues associated with the home will be covered by the Builder's Warranty.

While Builder's Warranties are often required, they may meet only the minimum standards set by the state law. Ensure your buyers are protected – know the ins and outs of Builder's Warranties before allowing your buyers to sign on the dotted line. Topics include:

- Types of warranties
- What is covered the first year and beyond
- Requirements
- Exclusions
- SC law about warranties
- Statute of repose
- Steps to take to protect yourself

### **Deeds, Notes and Mortgages: Yours, Mine & Ours**

Deeds, notes and mortgages have evolved through the years and still play an important part in real estate. Are you prepared to inform clients of the ins and outs of each? This seminar will give you a basic knowledge of these instruments we encounter every day. Topics include:

- Definition and history of deeds
- Deed requirements
- Tenancy
- Life estate
- Promissory note
- Mortgage definition and terms
- What makes a mortgage valid? What can be mortgaged?

## **Avoiding the Pitfalls of Lease Purchase Agreements**

Lease purchase agreements can be mutually beneficial, allowing the seller relief from paying two mortgages while giving a buyer who may not be able to purchase property right now the option to buy at the end of the lease agreement. Whether you are the buyer or seller, you must make sure you are clear on terms, conditions and questions that can come up in the future before you enter into a lease purchase agreement. Topics include:

- Requirements
- Buyer precautions
- Seller precautions
- Upgrade options

## **Marketing vs. Insurable Titles: Knowing the Difference**

In this seminar we define and separate the difference between marketable titles and insurable titles while providing real world examples and scenarios where the two may be confused.

## **Probate As It Relates to Real Estate: Is the Deal Dead?**

Every real estate transaction is different, and there are many variables that can affect the deal. Your clients rely on you to provide answers at every turn. A situation involving a death of a property owner can raise many questions. What happens to property if the owner dies without a will? What is probate, and can it be avoided? This seminar will provide you with a basic understanding of probate as it relates to real estate. Topics include:

- What is a will?
- What happens to your real estate if you die without a will?
- What happens to real estate if a husband and wife die together?
- What happens to real estate if you die without a will and have no heirs?
- Who can make a will?
- Execution of a will
- Forced heir statute
- What is probate?
- Avoiding probate
- Transferring real estate out of probate
- Transfer through probate
- Death of a seller

## **Real Estate Disclosures: What to Disclose Before You Close**

Your clients have finally found their dream home, but is it everything it's cracked up to be? Find out what sellers must disclose to potential buyers as well as information that the seller's agent must provide to the buyer prior to closing day. Topics include:

- What must be included in a disclosure statement?
- Consequences of failing to provide a disclosure statement or providing false/misleading disclosure statement
- Listing agent's liability
- Obligation to inspect
- "Psychologically affected" properties
- Latent vs. patent defects
- Megan's Law
- Termite inspections

## **Restrictions & Covenants: Knowing What You Can and Cannot Do**

Restrictions and covenants can have a substantial impact on the use and value of a piece of property. Whether your client is purchasing a piece of residential or commercial property, it is important to be well informed on the restrictions tied to that property as well as the consequences for not complying with those restrictions or obligations. Topics include:

- SC Case Law
- Enforcing restrictive covenants
- Homeowner's assessments
- Collections

## **Smooth Closings 101: Inside the Attorney's Office**

The search is complete, and you have found the perfect house for your clients! Ensure that this time continues to be a happy one for them by making the closing day seamless. Our Smooth Closings 101 seminar will review everything you need to prepare for closing day. Topics include:

- Lines of communication and information needed by the attorney for closing
- The contract – understanding buyer and seller obligations prior to closing
- Misc. documents – CL100, inspection reports, insurance commitments, invoices
- Closing Disclosure Form and ALTA closing statements
- TRID regulations – agents do's and don'ts

## **Surveys: What Happens When You Step Over the Line**

A complete and accurate land survey is of fundamental importance in nearly all real estate transfers. This seminar will help you understand why. Topics include:

- Why a survey is required in real estate transactions
- What a survey will reveal
- How to read a survey

## **Taxes: More Than a 4 Letter Word**

Real estate transactions have benefits and consequences for both buyers and seller. Buyers may be curious about writing off closing costs or those tax deductions associated with owning a second home, while sellers should be aware of capital gains laws and transfer taxes before finalizing a contract. Whether you are representing the buyer or the seller, educating yourself on real estate tax laws can help ensure your transactions run smoothly. Topics include:

- Tax benefits for buyers
- Tax laws regarding closing costs and points
- First time homebuyers
- Capital gains
- Seller paid closing costs
- Transfer taxes
- Short sales

## **Title Insurance: What is Title Insurance and Why Do I Need It?**

Title insurance is the most popular form of title evidence. This seminar will explain not only why you need title insurance, but we will also weigh the cost vs. the risk and help you to understand the importance of this investment. Topics include:

- Title insurance vs. title opinion
- Title insurance premiums
- Owner's policy vs. loan policy
- Cost of title insurance
- Title defects
- Exclusions

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