
THE WHARTON SCHOOL
OF THE UNIVERSITY OF PENNSYLVANIA
PHILADELPHIA, PA

Real Estate Law and Transactions

REAL/LGST 204-804

COURSE SYLLABUS
Spring 2017

Professor:

Robert D. Lane, Jr., Esquire
Email: boblane@wharton.upenn.edu

Teaching Assistant:

Leia Andrew
Email: leia.andrew@law.upenn.edu
Mobile: (609) 304-5891

CLASS HOURS: Tuesdays and Thursdays (4:30 PM – 5:50 PM)

CLASS ROOM: JMHH F-50

OFFICE HOURS: By appointment

CONTACT: Please contact either Professor Lane or Leia Andrew via email
Emergency Contact: Leia Andrew at (609) 304-5891

Course Description

This course examines the legal issues of real estate financing with an emphasis on commercial transactions. The main topics covered are acquisition, construction and permanent financing; development and management aspects; with a focus on examining the fundamentals of real estate finance and development from a legal perspective. The course serves as a foundation course for real estate majors and provides an introduction to real estate for other students. It attempts to develop skills in using legal concepts in a real estate transactional setting. The course will be of interest to students contemplating careers in accounting, real estate development, real estate finance, city planning, or banking. The main topics covered may include the following: land acquisition; finance; choice of entity; tax aspects; management (leasing, environmental); disposition of real property (sale of mortgaged property, foreclosures, wraparound mortgages, sale-leasebacks); and recent legal developments.

Meet the Professor

Bob Lane practices as a commercial real estate lawyer at Stevens & Lee which is a full service professional firm of approximately 200 lawyers and 50 non-lawyer business and consulting professionals. Bob is nationally recognized in all aspects of commercial real estate development, acquisitions and financing, with over 35 years of experience representing a wide variety of companies in diverse industries, as well as major real estate developers, syndicators and REITs. Bob's clients have included many Fortune 500 companies; national real estate companies; major healthcare institutions; large retail, hotel and restaurant chains; one of the world's leading telecommunications companies; numerous financial institutions; and a Congressionally chartered, U.S. Government lending institution.

Bob has guided Fortune 100 companies in developing major corporate facilities throughout the U.S., and has led specialized facilities development in the media, retail and petroleum industries. He continues to lecture and write extensively on such subjects as commercial leasing, zoning and land use, boundary law, real estate taxation, and real estate development. Bob hosts a periodic segment of SiriusXM radio's "Real Estate Hour" on its Business Channel 111, powered by the Wharton School

Bob also has been an active and visible leader in a broad variety of professional and civic organizations and is active in CoreNet, ICSC, and the Zell/Lurie Real Estate Center of the Wharton School at the University of Pennsylvania. He is also an elected Fellow of the American College of Real Estate Lawyers

Bob has been named a "Leading US Attorney" by Chambers and Partners in the real estate category of its 2003, 2004 and 2005 *Chambers USA, America's Leading Business Lawyers* directory. In a 1999 *Philadelphia* magazine survey, he was recognized as one of the best real estate lawyers in Philadelphia. He has been recognized as a Pennsylvania Super Lawyer from 2004 through 2016 having been selected by his peers as among the top 5 percent of lawyers in the Commonwealth.

Education:

University of Pennsylvania Law School, J.D., 1977
Brown University, A.B., with Honors, 1973

Bar Admissions:

Pennsylvania

Course Requirements & Rules

The course is open to Wharton MBA students, selected School of Design students, and selected upper class undergraduates.

No prerequisites are necessary for taking the class.

Grades in this class are based on two examinations (first in-class exam worth 30%, second in-class exam 30%), one group project worth 30%, and class participation 10%.

IF YOU DECIDE TO DROP THE CLASS, YOU MUST DO SO BEFORE THE FIRST EXAM -- no exceptions!

Please note my exam policy: you must take the exam with your class on the date indicated on this syllabus. Absent extraordinary circumstances, there will be NO MAKE UPS. Job interviews **do not** as qualify as an emergency.

Assignments: Read and be prepared to discuss the assigned pages in the texts by the date indicated. Class attendance and participation is expected. Also, please be prepared for “cold-calling.”

Description of projects: One project will be due during the semester. The project will be done in approximately groups of four. I will select students to make up the groups. The project will require the group to analyze a potential commercial real estate development, negotiate a resolution with an opposing group, and submit their solution by the date specified. I will grade on a group basis unless it is clear to me that one (or more) members of the group contributed exceptionally more or less to the project. In that case, I will assign grades on an individual basis.

Attendance and Class Participation: Success in this course is based on the student’s consistent preparation, regular attendance, and active participation in all class discussions. Students’ informed contributions to the learning process are expected on a regular basis; therefore, attendance is mandatory. I reserve the right to drop from the rolls any student missing four (4) or more classes in accordance with University regulations.

Course Materials

REQUIRED READING MATERIALS:

- 1) George Lefcoe, Real Estate Transactions, 6th ed. (Earlier editions not permitted).
- 2) Bulk Pack, available from Wharton Reprographics

RECOMMENDED/NOT REQUIRED:

- 1) Talamo, The Real Estate Dictionary, fourth edition.

REAL ESTATE LAW SYLLABUS

Professor: Robert Lane Esquire
 Course Designation: REAL 204/804-402
 Schedule: TR 4:30 PM - 5:50 PM
 Classroom: JMMH F-50

Semester: Spring 2017 - **NOTE: ALL DATES ARE TENTATIVE AND LIKELY TO CHANGE SUBJECT TO GUEST SPEAKER AVAILABILITY**

Date	Topic	Textbook (Lefcoe)	Coursepack	Cases	Optional/Proj. Due Dates
Thursday, January 12, 2017	Course Introduction; Basic Elements of American Jurisprudence	N/A	N/A	N/A	#2 (RE Law Study Techniques)
Tuesday, January 17, 2017	Transactional Negotiations	N/A	#3 (The Art of RE Negotiations)	N/A	N/A
Thursday, January 19, 2017	Real Estate Title and Title Insurance	pp. 127-133, 287-288, 290-303, 307-308	N/A	Case 1: Title Insurance	N/A
Tuesday, January 24, 2017	TBD	N/A	N/A	N/A	N/A
Thursday, January 26, 2017	Choice of Entity	pp. 661-683	#4 (Selection of the Ownership Entity)	Case 2: Choice of Entity	#5 (Choice of Entity for Real Estate) #6 (Expectations for the Twenty-First Century)
Tuesday, January 31, 2017	Brokers	pp. 29-36, 38-57	N/A	Case 3: Fraud Case 4: Broker Commissions	N/A
Thursday, February 2, 2017	TBD	N/A	N/A	N/A	N/A
Tuesday, February 7, 2017	Contract of Sale Part I	pp. 63-74, 85-103, 105-118	#11 (Letters of Intent in Commercial Real Estate)	Case 5: Contract of Sale Case 6: Mortgage Contingency	
Thursday, February 9, 2017	Public/Private Partnerships; Guest Speaker: Paul Levy, President, Center City District, and Central Philadelphia Development Corp.	pp. 855-871, 879-889	#12 (Tax Increment Financing)	N/A	N/A
Tuesday, February 14, 2017	Contract of Sale II - Breach/Remedies	pp. 120-124, 146-148, 157-164	N/A	Case 7: Duty to Disclose Case 8: Monetary Damages Case 9: Specific Performance	N/A
Thursday, February 16, 2017	TBD				
Tuesday, February 21, 2017	Land Use, Zoning and Eminent Domain	pp. 795-798, 805-806, 810-825, 828-832	#7 (CSX Seeks Property) #8 (Kelo: An American Original) #9 (Time to Overturn Lucas)	Case 10: Takings Case 11: Zoning	#10 (Kelo v. City of New London) Distribute Project
Thursday, February 23, 2017	First Exam				
Tuesday, February 28, 2017	Guest Lecturer, Joseph Pasquarella, Senior Managing Director, Integra Realty Resources	N/A	N/A	N/A	N/A
Thursday, March 2, 2017	Mortgage/Construction Finance	pp.167-168, 173-176, 180-184, 197-200, 202-206; 225-232, 495-520, 561-588	#13 (Personal Liability and Other Security) #14 (The Optional-Obligatory Doctrine)	Case 12: Breach of Mortgage Case 13: Mechanic's Liens	p. 169-173
Tuesday, March 7, 2017	NO CLASS - Spring Break				
Thursday, March 9, 2017	NO CLASS - Spring Break				
Tuesday, March 14, 2017	Guest Speaker: David Gorenberg, Former Citibank 1031 Exchange Company	pp. 345-346, 616-617, 623-637; 644-657	#23 (Use of a qualified intermediary)	N/A	Developer----- Proposal Due
Thursday, March 16, 2017	Pre-Foreclosure, Foreclosure, and Workouts	pp. 409-426, 429-445, 452-460, 481-493	#17 (How Much Protection Does a Leasehold Mortgagee Need)	Case 15: Forbearance	p. 466-477
Tuesday, March 21, 2017	Guest Speaker: Shari Reams-Henofer, SVP & Market Manager, PNC Real Estate	p. 177-183	#19 (When is a RE Interest a Security) #20 (A Miranda Warning for Potential Conduit Borrowers) #21 (Fundamentals of MBS and ABS) #22 (Guide to CMBS)	Case 14: Lender's Rights	p. 445-451 City----- Response Due
Thursday, March 23, 2017	LEASING	pp. 749-792	#15 (Sale-Leasebacks Revisited) #16 (Landlord-Tenant Relationship), #18 (Continuous Operations Clauses)	Case 16: Implied Warranty of Habitability Case 17: Landlord Liability Case 18: Exclusivity Clauses	

Date	Topic	Textbook (Lefcoe)	Coursepack	Cases	Optional/Proj. Due Dates
Tuesday, March 28, 2017	Guest Speaker: Gerard H. Sweeney, President, Brandywine Realty Trust				
Thursday, March 30, 2017	NO CLASS - ACREL Conference				
Tuesday, April 4, 2017	Guest Lecturer: Steve Gartner, Executive Vice President, CBRE	N/A	N/A	N/A	Memo/Term Sheets Due
Thursday, April 6, 2017	Co-Ops and Condominiums	N/A	#24 (Building on the Basics) #25 (Condominiums & Cooperatives)	Case 19: Condo Liability	p. 637-644
Tuesday, April 11, 2017	Real Estate Tax	p. 177-183	N/A	N/A	
Thursday, April 13, 2017	Guest Speaker: Real Estate Securitization: Guest Lecturer, Michael Berman	N/A	N/A	N/A	