

LawPRO Webzine



June 9, 2016

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Want to practice real estate more competitively AND comply with the Guidelines? Systemize!

Real estate practice is both highly competitive, and relatively risky (from a claims perspective). Lawyers eager to thrive in real estate will benefit from strategies that streamline their file management while making it easy to adhere to the Law Society of Upper Canada's *Residential Real Estate Transactions Practice Guidelines*.

In their article "[The Law Society of Upper Canada Residential Real Estate Transactions Practice Guidelines: A systemized approach to residential real estate](#)", Kathleen A. Waters, President & CEO, LAWPRO and Maurizio Romanin, President & CEO, LawyerDoneDeal Corp. explain how a seamless file management system can give lawyers a competitive edge.

Is your purchaser client entitled to an HST New Housing Rebate?

Canada's HST New Housing Rebate program, created under s. 254 of the [Excise Tax Act](#), offers significant economic relief to qualifying purchasers of qualifying properties. However, the eligibility criteria are complicated, and have been strictly applied by courts. To avoid claims based on a client's non-receipt of the rebate (or on having had it clawed back), a real estate lawyer must understand the rules. [more](#)

Excess coverage protects growing real estate practices

Is your real estate practice growing? That's a good thing. But keep in mind that your risk exposure may be growing along with it. If you haven't already done so, it may be time to consider whether excess insurance is appropriate for your practice. [more](#)

Do you really need a survey?

Even when a property is covered by title insurance, there are many reasons why it may be wise for a lawyer to obtain a survey for the purchaser client. In his article [Do you really need a survey?](#), originally published in the *Lawyers' Weekly*, Ray Leclair explains some of those reasons. Bob Aaron also recently discussed this issue, in layperson's terms, in the *Toronto Star*: [Get a survey even if your agent says no](#)

For the public: Cottage ownership issues

As part of LAWPRO's public awareness efforts to promote the role of the lawyer, we have

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Kathleen Waters
President & CEO, LAWPRO

On June 22nd, the Ontario Bar Association will present LAWPRO President and CEO Kathleen A. Waters with the **Award of Excellence in Real Estate**. Click [here](#) for details.

Clerks speak out in our new video

Hear what they have to say about the TitlePLUS experience.

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produced a video: [Cottage ownership: Know what you're buying](#). The video seeks to raise awareness about title and other issues of particular relevance to cottages, such as shoreline allowances and seasonal access restrictions. We will be promoting this video through social media and other channels, and you are welcome to use it to promote your own services, including posting a link to it on your firm's website.



[more](#)

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Career opportunity: Underwriting Counsel

LAWPRO is seeking an Underwriting Counsel for its TitlePLUS title insurance program. Are you looking for an opportunity to use your legal skills in the field of title insurance, and assist real estate lawyers real estate across Canada? _____

Key dates

July 31, 2016

Real estate and civil litigation transaction levies and forms are due for the quarter ended June 30, 2016.

September 15, 2016

File your [LAWPRO Risk Management Declaration](#) by this date to qualify for the \$50 premium discount on your 2017 premium for each LAWPRO-approved CPD program (to a maximum of \$100) completed by this date.

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