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ASPEN CASEBOOK SERIES

*MALLOY  
SMITH*

**REAL ESTATE  
TRANSACTIONS**  
**Problems, Cases,  
and Materials**

*Fourth  
Edition*



**Wolters Kluwer**

ASPEN CASEBOOK SERIES

# Real Estate Transactions

Problems, Cases, and Materials

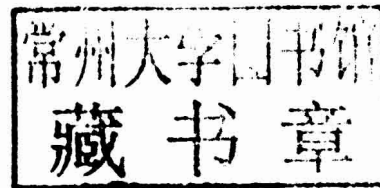
Fourth Edition

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Published by Wolters Kluwer Law & Business in New York.

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Wolters Kluwer Law & Business  
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PO Box 990  
Frederick, MD 21705

ISBN 978-1-4548-6420-2

**Library of Congress Cataloging-in-Publication Data**

Malloy, Robin Paul, 1956-  
Real estate transactions : problems, cases, and materials / Robin Paul Malloy, E.I. White Chair and Distinguished Professor of Law, Vice Dean of the College, Director, Center on Property, Citizenship, and Social Entrepreneurism (PCSE), College of Law, Syracuse University; James Charles Smith, John Byrd Martin Professor of Law, University of Georgia. — Fourth edition.

pages cm. — (Aspen casebook series)

Includes index.

ISBN 978-1-4548-6420-2

1. Vendors and purchasers—United States. 2. Real estate business—Law and legislation—United States. 3. Real property—United States. I. Smith, James Charles, 1952- II. Title.

KF665.A4M35 2012

2012042387

346.7304'37—dc23

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In loving memory of *Celia (Erzilia Sacco) Malloy*, born September 3, 1921 to Angelina Cardarelli and Rocco Sacco, both of Italy (Lazio and Basilicata regions, respectively); died, April 5, 2012.

R.P.M.

For Donna, Nicole, and Kristin in gratitude for your gifts of love and understanding.

J.C.S.

# *Preface*

In this book we focus on three goals.

First, we place transactions in their market context, carefully explaining how various sales and finance markets work. Once students understand how markets operate—how banks, developers, and investors make money—they can then understand what drives transactions: the motivations of the parties, the risks involved, and the ways that parties use the law to advance their interests.

Second, we integrate issues of professional responsibility into our materials, illustrating the stresses of legal practice and the areas in which real estate attorneys most often encounter trouble. Because we want students to see that professional responsibility is not merely an abstraction, we weave discussions of ethical problems into the study of actual cases.

Third, we include problem sets throughout the book to enhance the learning of legal analysis and lawyering skills. Our goal is to balance theory and practice by emphasizing what successful transaction lawyers do on a daily basis.

Our overarching goal is to make the materials comprehensible yet challenging. We assume the student knows nothing beyond the rudiments of property and contract law. Each chapter includes text that highlights the pertinent general rules and transactional considerations. In addition to the text, we present cases and problems that illustrate how the key rules play out in practice. Our selection of cases is designed to highlight the transactional nature of underlying legal problems and the economic dimensions of the parties' exchange. The problems reinforce and test the scope of principles addressed in the text and in the cases. We've also found that the problems provide a rich starting point for the discussion of lawyering strategies and transactional tactics.

Our materials also emphasize the way that modern real estate transactions cross a wide range of subject matters within the standard law

school curriculum. The student will encounter problems that might have arisen in many other courses, among them contracts, commercial law, torts, corporations or business organizations, constitutional law, land use, and environmental law. As is true throughout the book, our goal is to help students understand how real estate transactions fit into a “big picture” so that they can begin to appreciate the rich multidimensional context in which they will practice.

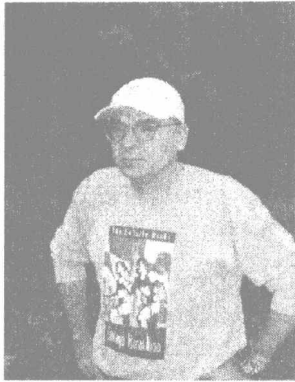
This fourth edition of the book retains the streamlined coverage made popular in our third edition, making it possible to use the entire book in one three-credit hour course. In this edition, we’ve included new cases and the latest information on law, markets, and ethics in every chapter. The result is a better and leaner casebook that professors and students will find comprehensive, understandable, and easy to use.

We could not have prepared this book without the help and support of many people. First and foremost, we thank our family members and friends. In addition, we wish to acknowledge those people who have made special contributions to the success of our project. In particular, we appreciate the continuing support of the management and staff at Wolters-Kluwer (Aspen), with special thanks to Darren Kelly, and grateful appreciation to Carol McGeehan, who had the wisdom to originally commission the first edition of our book. We likewise thank Joel Whitney for assistance with diagrams and Melissa Schreiber-Stahl, John L. Stevens, Jason Hirata, Matthew Oja, and Terance Walsh for research assistance. And finally, we thank the many people who have used our book over the years and who have taken the time to contact us to offer suggestions and comments. Their input helped us to continuously improve the book with each new edition.

We welcome your input.

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Jim

*The successful practice of law, like marathon running, requires a commitment to preparation, hard work, and the relentless pursuit of excellence.*



# Acknowledgments

The authors gratefully acknowledge the permissions granted to reproduce the following materials.

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Simes, L. M., & C. B. Taylor, Model Title Standards 14, 16-17, 36-38 (1960). Reprinted by permission of the University of Michigan.

Williams, M. G., & H. J. Onsrud, What Every Lawyer Should Know About Title Surveys, in Land Surveys: A Guide for Lawyers 49-62 (2d ed. 2000). Copyright American Bar Association. All rights reserved. Reprinted by permission of the authors and the publisher.

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# *Summary of Contents*

<i>Contents</i>	<i>xi</i>
<i>Preface</i>	<i>xxi</i>
<i>Acknowledgments</i>	<i>xxv</i>
1. Market Context for Real Estate Transactions	1
2. Real Estate Brokers	27
3. Preparing to Contract	55
4. Executory Contracts	75
5. Condition of the Property	103
6. Closing the Contract	139
7. Contract Remedies	159
8. Allocating Title Risk	187
9. Land Descriptions	209
10. Public Records	235
11. Title Products	271
12. Improving the Efficiency of the Title System	295
13. Housing Products	315
14. Possession and Use of Mortgaged Property	359
15. Residential Mortgage Products	375
16. Mortgage Obligations	419
17. Foreclosure	459
18. Mortgage Substitutes	495
19. Junior Mortgages	521
20. Basic Commercial Real Estate	537
<i>Table of Cases</i>	<i>575</i>
<i>Index</i>	<i>579</i>

# Contents

<i>Preface</i>	xxi
<i>Acknowledgments</i>	xxv
<b>1.   <i>Market Context for Real Estate Transactions</i></b>	<b>1</b>
A. Types of Real Estate Transactional Practice	3
B. Market Choices and Profits	6
C. Risk and Return	7
D. Value, Utility, and Comparative Advantage	8
E. Categories of Costs	9
Problem 1A	11
F. Transactional Misbehavior	12
G. Categories of Market Risk	13
1. Temporal Risk	13
2. Transactional Risk	15
Problem 1B	17
H. Lawyers' Professional Responsibilities	17
Marsh v. Wallace	19
Problem 1C	25
<b>2.   <i>Real Estate Brokers</i></b>	<b>27</b>
Problem 2A	29
A. Brokers' Duties to Clients	30
Problem 2B	32
Wolk v. Paino	32
Problem 2C	34

B. Brokers' Duties to Nonclients	34
Holmes v. Summer	34
C. Broker's Right to a Commission	39
Hillis v. Lake	41
Problem 2D	46
D. Brokers and Lawyers	47
1. Unauthorized Practice of Law	47
Problem 2E	47
2. Lawyers Acting as Brokers	48
In re <i>Roth</i>	48
Problem 2F	53
Problem 2G	53
 3. <i>Preparing to Contract</i>	 55
A. Real Estate Transactions Timeline	56
B. Understanding the Consequences of Simple Rules	59
Problem 3A	59
C. Letters of Intent, Options, and Contract Enforceability	60
GMH Associates, Inc. v. Prudential Realty Group	61
Problem 3B	71
 4. <i>Executory Contracts</i>	 75
A. Executing an Enforceable Contract	76
1. The Need for a Writing	76
Problem 4A	77
2. Other Requirements for an Enforceable Contract	78
Problem 4B	79
Moran v. Erk	79
B. Equitable Conversion and Allocation of Risk	82
Holscher v. James	85
Problem 4C	91
Problem 4D	92
C. Major Contract Conditions	92
Louisiana Real Estate Commission v. Butler	96
ALH Holding Company v. Bank of Telluride	98
Problem 4E	100
Problem 4F	101
 5. <i>Condition of the Property</i>	 103
A. Quantity	103
Perfect v. McAndrew	103
Problem 5A	108

B. Quality	108
1. Express Allocations of Risk of Quality	108
Clair v. Hillenmeyer	108
Problem 5B	111
Problem 5C	112
2. Disclosing Inaccurate Information	113
Petrillo v. Bachenberg	113
Problem 5D	120
3. Material Defects and Duty to Disclose	121
Bloor v. Fritz	122
Miller and LC Realty's Appeal	124
Van Camp v. Bradford	125
Problem 5E	131
4. Implied Warranties	133
Lofts at Fillmore Condominium Association v.	
Reliance Commercial Construction, Inc.	134
 6. <i>Closing the Contract</i>	 139
Problem 6A	139
A. Attorney's Conduct at Closing	140
St. Louis v. Wilkinson Law Offices, P.C.	140
In re Opinion 710 of the Advisory Committee	
on Professional Ethics	144
Problem 6B	146
Problem 6C	147
B. Doctrine of Merger	147
Panos v. Olsen	148
Problem 6D	152
C. Escrows	154
Miller v. Craig	155
 7. <i>Contract Remedies</i>	 159
A. Damages and Forfeiture of Payments	159
Uzan v. 845 UN Limited Partnership	161
Problem 7A	166
B. Equitable Remedies	167
DiGuiuseppe v. Lawler	168
Problem 7B	173
Cox v. RKA Corporation	173
Problem 7C	177

C. Slander of Title and Lis Pendens	178
Executive Excellence, LLC v. Martin Brothers Investments, LLC	178
D. Tort Remedies Related to the Contract	182
Sexton v. St. Clair Federal Savings Bank	182
Problem 7D	185
<b>8. <i>Allocating Title Risk</i></b>	<b>187</b>
A. Title Under the Real Estate Contract	187
Problem 8A	189
1. Encumbrances and Encroachments	189
Staley v. Stephens	190
Problem 8B	192
2. Effect of Public Regulation on Title	192
Scott v. Turner	193
Problem 8C	194
3. Buyer's Remedies for Title Defects	194
Jones v. Warmack	195
Problem 8D	197
B. Deed Covenants of Title	197
1. Warranty Deeds and Quitclaim Deeds	198
Egli v. Troy	199
2. Types of Covenants	200
Problem 8E	202
Booker T. Washington Construction & Design Company v. Huntington Urban Renewal Authority	202
Problem 8F	205
Magun v. Bombaci	206
Problem 8G	207
<b>9. <i>Land Descriptions</i></b>	<b>209</b>
A. Types of Descriptions	209
Problem 9A	214
B. The Survey	214
Mitchell G. Williams & Harlan J. Onsrud, What Every Lawyer Should Know About Title Surveys	214
Problem 9B	221
C. Legal Adequacy of Description	221
1. Descriptions in Contracts of Sale	223
Tr-One, Inc. v. Lazz Development Co.	224
Problem 9C	224



2. Descriptions in Deeds and Other Recorded Instruments	225
Walters v. Tucker	226
McGhee v. Young	231
Problem 9D	233
<b>10. Public Records</b>	<b>235</b>
A. Title Search Process	235
B. Types of Recording Acts	241
Problem 10A	242
Problem 10B	243
C. Bona Fide Purchaser Status	243
1. Notice from Records	243
Pelfresne v. Village of Williams Bay	243
Problem 10C	248
2. Defects in Recorded Instruments	248
In re <i>Rivera</i>	249
Problem 10D	254
3. Notice from Possession	254
In re <i>Weisman</i>	255
Problem 10E	259
4. Shelter Rule	259
Chergosky v. Crosstown Bell, Inc.	259
Problem 10F	263
5. Payment of Value	264
Problem 10G	265
D. Special Problems: Interests That Are Hard or Impossible to Find	265
First Citizens National Bank v. Sherwood	267
Problem 10H	270
<b>11. Title Products</b>	<b>271</b>
A. Title Abstracts	271
Problem 11A	273
B. Attorneys' Title Opinions and Certificates	273
North Bay Council, Inc., Boy Scouts v. Bruckner	274
Problem 11B	279
C. Title Insurance	280
1. The Commitment and the Policy	282
Vestin Mortgage, Inc. v. First American Title Insurance Company	284
2. Title Insurance and the Contract of Purchase	287
Keyingham Investments, LLC v. Fidelity National Title Insurance Company	288