

How to Handle Residential Real Estate Closings

Clear transactional guidance and trouble-shooting tips

That's the satisfying moment marking months of negotiation and paperwork. But as counsel for seller, buyer, lender, or title insurer, you know the closing *almost* never goes smoothly without guidance from well-prepared counsel. No matter what side of the closing table you find yourself on, you need clear transactional guidance and trouble-shooting tips to represent your client with confidence. Learn to minimize last-minute surprises, and master pre-closing, closing, and post-closing problems. Our top-notch faculty teach you how to—

- Identify important negotiation issues in the P&S and learn the deal busters
- Identify and determine the role of the lender and closing attorney in preparing the CFPB Integrated Mortgage Disclosure Statement
- Prepare and review the CFPB Integrated Mortgage Disclosure Statement
- Explain to your client important provisions of the mortgage and note
- Identify the responsibilities of counsel for the lender, buyer, and seller
- Deal with title insurance, title certification, and clouds on title that can stall the deal
- Maneuver around title search roadblocks and problems, such as unresolved liens, structure encroachments, zoning violations, and much more!

Agenda

- Your Role as Counsel for Buyer, Seller, Lender, or Insurer
- P&S Nightmares—How to Avoid Them
- Escrow Problems—How to Negotiate Them
- Ethical Issues—How to Handle Them and Mistakes You Must Avoid
- Closing Day—Who Does What?
 - Seller's Counsel; Buyer's Counsel; Lender's Counsel
- Accounting and Disbursements of Funds
- Post-Closing Responsibilities
 - Post-Closing Title Documents; Reconciliation of IOLTA Account
- Important Statutes That Govern Conveyancing
- Last-Minute Crises: What Experts Do—Including Examples
- Tips and Secrets for Flawless Transactions
- “Ask the Experts” Q&A Session

Faculty

Jonathan M. White, Esq., *Jordan & White LLC, Salem*, Chair

Christine Bernardini, Esq., *Touchstone Closing & Escrow LLC, Andover*

James A. Juliano, Esq., *Scafidi Juliano LLP, Woburn*

Sara Ann K. Supple, Esq., *Chicago/Commonwealth Land Title Insurance Company, Boston*



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Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Thursday, January 12, 2023

2:00 pm–5:00 pm

Program Number: 2230017WBC

REBROADCAST

Friday, January 27, 2023

9:00 am–12:00 noon

Program Number: 2230017RBC

REBROADCAST

Monday, February 6, 2023

1:00 pm–4:00 pm

Program Number: 2230017RB1

ON DEMAND WEBCAST

View after Monday, February 6, 2023

Program Number: 2230017WBA

Tuition *(includes written materials)*

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