

# 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](http://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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## Materials

The materials for this program include MCLE's *Handling Residential Real Estate Transactions in Massachusetts*, which, along with any other materials, can be downloaded via the link emailed to you.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

## CLE Credits

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