

Commercial Real Estate: MCLE BasicsPlus!®

Buying, selling, developing, financing and leasing

- **Title and Survey:** Explanation of basic title documents, what title insurance is and what it covers, how to decipher key sections of a title insurance policy, and what to expect when negotiating the policy; Essential survey elements and how to locate them
- **Overview, Offers/Letters of Intent, Acquisition Documents:** What should and should not be in a letter of intent or offer to purchase, and why; How to progress from offer or LOI to purchase and sale agreement, including an examination of key purchase and sale agreement issues such as representations and warranties, pre-closing rights and obligations, closing conditions, and remedies for default; Considerations concerning choice of buyer entity
- **Zoning, Subdivision, Environmental Site Assessments:** Overview of zoning law, including forms of zoning relief, and how to perform a zoning analysis on proposed and completed projects; How the Subdivision Control Law and local practices can help or hinder development; What to look for in an environmental site assessment report, and what to do when you find it
- **Permanent Financing:** The loan application and commitment process; Important document provisions, including nonrecourse clauses, subordinate financing, due on sale, prepayment penalties, and financial covenants; How permanent financing documents affect every aspect of your client's project, from the ability to restore the building following a casualty to the ability to find and retain quality tenants
- **Leasing:** Discussion of office and retail lease issues from the perspectives of landlord and tenant, from term sheet to final lease; Key concepts applicable to any lease, including operating and common area maintenance expense and tax provisions and construction of leasehold improvements; How to digest and abstract a lease

Faculty

Darren M. Baird, Esq., *Goulston & Storrs, PC, Boston, Cochair*
Eric M. Labbe, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston, Cochair*
Jean C. Bowe, Esq., *Goulston & Storrs, PC, Boston*
Peter Brassard, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*
Margaret M. Fortuna, Esq., *Assistant Vice President, Commercial Counsel, Commonwealth Land Title Insurance Company, Boston*
Edward Gelles, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*
Sean W. Gilligan, Esq., *Gesmer Updegrove LLP, Boston*
Daniel C. Healy, Esq., *Seyfarth Shaw LLP, Boston*
Kathleen M. Heyer, Esq., *Pierce Atwood LLP, Boston*
Michael W. Parker, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Monday, October 23, &
Tuesday, October 24, 2023
9:30 am–4:30 pm
Program # 2240033WBC

REBROADCAST

Tuesday, November 7, &
Wednesday, November 8, 2023
9:30 am–4:30 pm
Program # 2240033RBC

REBROADCAST

Wednesday, November 15, &
Thursday, November 16, 2023
9:30 am–4:30 pm
Program # 2240033RB1

ON DEMAND WEBCAST

View after Thursday, November 16, 2023
Program # 2240033WBA

Tuition *(includes written materials)*

- \$295
- \$265.50 MCLE Sponsor Members
- \$147.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

Commercial Real Estate Practice in Massachusetts ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

CLE Credits

Earn up to 12 CLE credits including up to 0.5 ethics credit



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