

MCLE – Handling Commercial Sales: From Offer to Closing

MAY 15, 2019
MCLE CONFERENCE CENTER

The increasing complexity of commercial real estate sales transactions, the proliferation of national buyers and financing sources, and the changing roles of title insurance companies and lenders' counsel in the closing process have made it essential for seller's and buyer's counsel to have a complete understanding of the sales process. This program covers the complete life cycle of a sales transaction, from entering into the agreements with the listing brokers and soliciting and negotiating the initial offers through the final recording and disbursement of funds. The panel provides practical advice and helpful forms and checklists for each stage of the transaction.

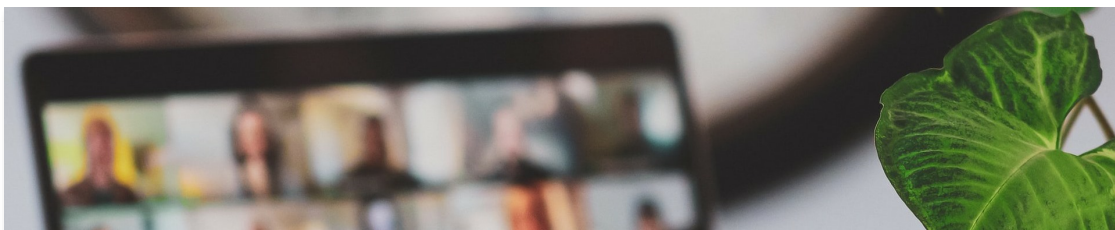
WilmerHale Counsel Katelyn O'Brien will be a featured speaker at this event.

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