



Closing a Real Estate Transaction Managing the Basics... and Traps for the Unwary

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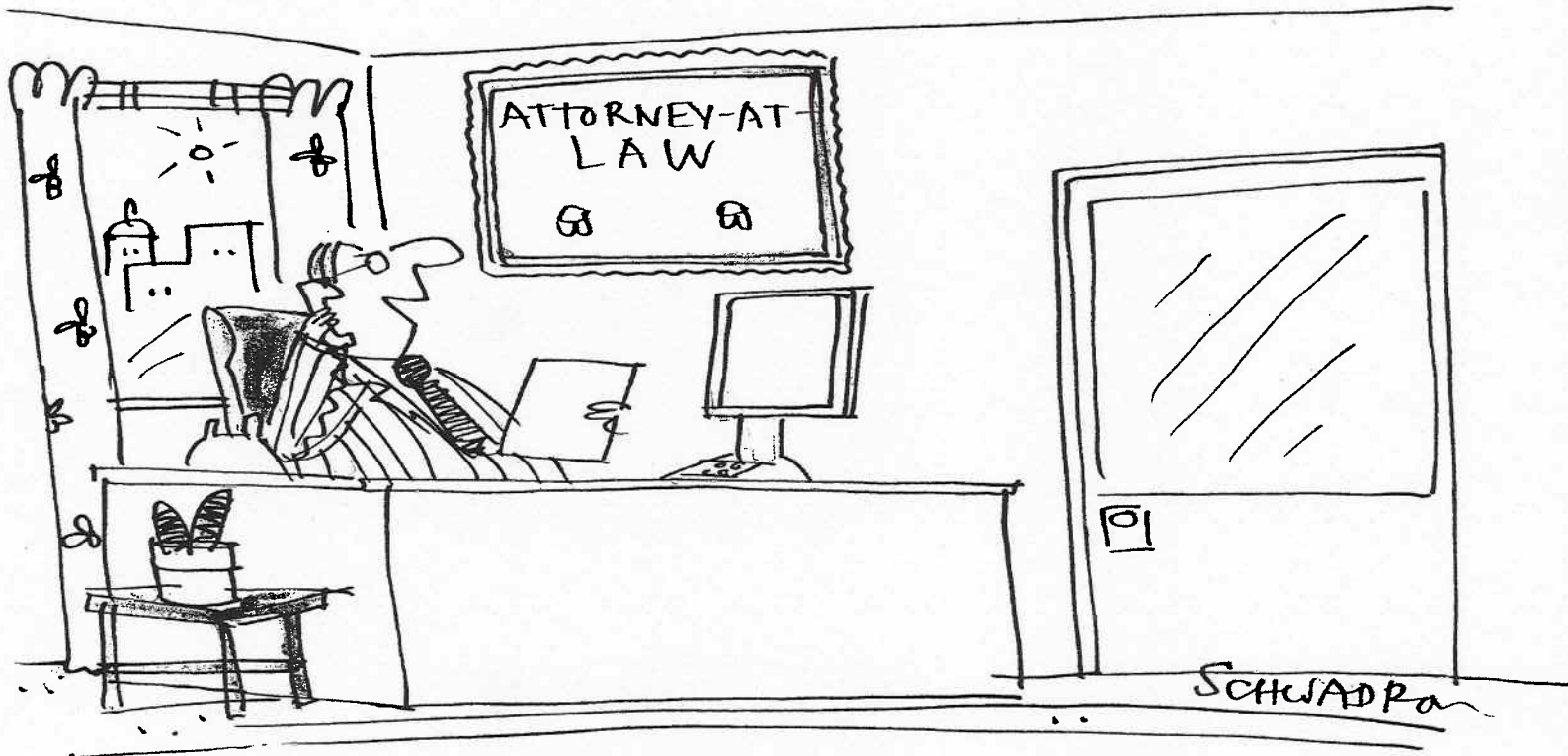
THE CLOSING PROCESS – OVERVIEW

- The Closing begins at the Start
- Understand the Deal/Objectives
- Understand the People
- Need a Quarterback
- Results vs. Process
- Critical Path is Critical



THE 4 Cs

- Communications
- Coordination
- Control
- Clarity



"We structured the deal so that you'll need a lawyer to explain it."



THE CLOSING COMPONENTS

- People
- Property
- Operations
- Acquisition
- Construction



THE CLOSING COMPONENTS

- Loan Documents
 - You pay, you stay; you don't, you won't
- Seller
- Buyer
- Opinions
- The Legal Fees



THE CLOSING COMPONENTS

- The Legal Fees
- The Closing Dinner