

CASE STUDY:

A Rapid Real Estate Response

The problem.

The owner of several manufacturing facilities in two southern Vermont towns needed to complete a complex sales transaction that required closure on or before December 31. We received that information from the title company's Title Counsel on December 19.

Our approach.

After quickly canvassing the availability of necessary personnel in several Downs Rachlin offices during the holidays, we engaged. Surveys were expedited, back title was reviewed and environmental matters and the sites' permitting histories were thoroughly documented. Conveyancing documents and asset schedules were prepared and reviewed. Pricing was negotiated and tax analysis was completed. The Buyer's title and permitting concerns were resolved. Title endorsements were secured. Coordination among Downs Rachlin professionals with the Seller's general counsel and the Buyer's out of state and local counsel at all junctures was critical to adhere to the necessary closing schedule.

The outcome.

Documents were sent for execution and then compiled as they were returned. Holiday plans were re-adjusted and special arrangements were made with the Town Clerk to open the Land Records for documents to be recorded despite the snowy conditions and the Town holiday on December 31. Funds were wired and the transaction closed on schedule, fully satisfying the client's objectives.

