

MASSACHUSETTS CONDO CLOSING GUIDE

5 KEY THINGS REALTORS NEED TO KNOW

Condo transactions have moving parts that can delay a closing. Use this guide to keep your deals on track.



LOCAL EXPERTS.
PERSONAL SERVICE.
SMOOTH CLOSINGS.

1



THE 6(D) CERTIFICATE

Lenders require proof the condo fees are current through the end of the month of closing.



Order early to avoid delays.

2



SPECIAL ASSESSMENTS

If the association has voted one in, it can impact the seller's payoff and the deal.



Know the amount before you negotiate.

3



MASTER INSURANCE

Lenders increasingly scrutinize the association's coverage. A gap in coverage can stall or even kill a closing.



Review early and confirm adequacy.

4



RIGHT OF FIRST REFUSAL

Some associations have one. It takes time to clear and requires proper notice.



Start the process as soon as possible.

5



WORK WITH AN EXPERIENCED TITLE COMPANY

Condo law is complex. M.G.L. c. 183A has real teeth—and the wrong reading costs money.



Choose a partner that knows condo law.



ATTORNEY INSIGHT

KRISTY DeSISTO, ESQ. ASSOCIATE ATTORNEY

Condo closings require attention to detail, clear communication, and experience with Massachusetts condominium law.

“ The biggest delays I see are avoidable with early planning and the right information. The more we know up front, the smoother your closing will be.

Let's work together to keep your deals on track.

”



WE'RE HERE TO HELP

Our experienced team is ready to support you and your clients every step of the way.



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LOCAL KNOWLEDGE. PROVEN EXPERIENCE. CLIENT FOCUSED.

We know Massachusetts condo law inside and out—so you can close with confidence.



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Tools, guides, checklists and updates to help you succeed.