

Christine Graff Discusses Commercial Real Estate Financing at PLI Seminar

APRIL 7, 2017

Winston & Strawn [Real Estate](#) Partner Christine Graff spoke at Practising Law Institute's (PLI) [Commercial Real Estate Financing 2017](#) on April 7 in Chicago. This seminar addressed:

- The state of the commercial mortgage financing market
- Learning to live with the rating agencies and how to solve problems
- New rules on "High Volatility Commercial Real Estate Loans"
- Ground leases as collateral, for both landlords and tenants
- Lessons learned on nonrecourse carve-outs and single-purpose entity covenants
- Best practices for UCC filings

Ms. Graff presented "Borrower Negotiations," which discussed: what matters and why; negotiating strategies; and different types of lenders.

Based in the firm's Chicago office, Christine Graff concentrates her practice in commercial real estate matters.

1 Min Read

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M. Christine Graff