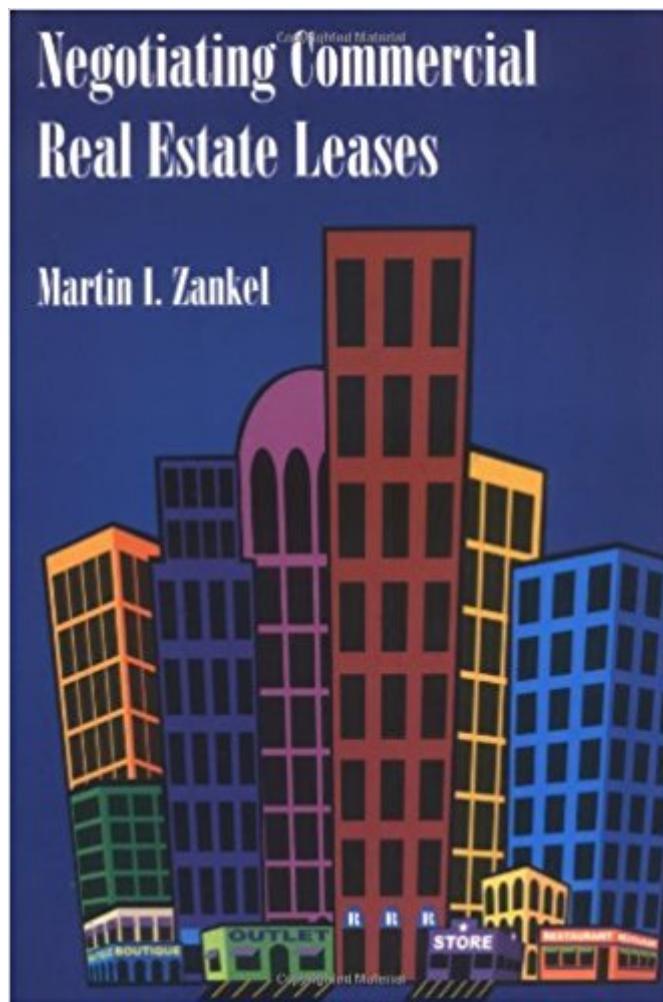


The book was found

# Negotiating Commercial Real Estate Leases



## Synopsis

While many books offer sample forms and advice about drafting clauses for retail, office, and industrial leases, few examine the essential business issues underlying each clause of the lease from both sides of the negotiating table — tenant and landlord alike. Whether you are a business owner about to sign a lease, a real estate professional determined to draft the ideal transaction for your client, or a landlord looking to protect profits and property simultaneously, *Negotiating Commercial Real Estate Leases* can help you understand \*The obvious and not-so-obvious differences between standard landlord and tenant leases. \*Specific negotiating strategies for retail/shopping center, office and industrial leases. \*The critical economic and legal issues at stake in each clause of the lease. \*Which points are most easily negotiated under what situations and which points aren't worth the time spent arguing. \*What alternative clauses and solutions can be offered to create a deal that works for both parties. As the basics of term, rent, premises, assignment, maintenance, insurance, default, taxes, alterations, and more are covered, author Martin Zankel uses wit and wisdom to break down confusing legalisms and offer basic negotiating strategies for each situation. The book also includes two appendixes that provide examples of a tenant-oriented lease and a landlord-oriented lease.

## Book Information

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## Customer Reviews

"On a scale of 1 to 10, this excellent book rates a solid 10." -- San Francisco Chronicle, February 25, 2001 "a well crafted, superbly presented instructional guide for the business owner and a 'must read' before signing a lease" -- The Bookwatch, Midwest Book Review, February 2001

This is a revised and updated edition of the original book, Negotiating Commercial Real Estate Leases, which was first published in 1990.

I knew this stuff already. I work in the field and have seen results from attorneys like this author. Nothing I have read compares to the way he says it. This is coming from a commercial broker that has signed hundreds of deal for my clients. If you are new to the commercial leasing side of the business and need to understand the legal documents or never understood a specific clause, this will get you the answers quick in an easy to read format. Save the lawyers to hammer it out, after reading this you will know why they are arguing so much over a point.

good buy

The book reads more like a dry legal document than a helpful consumer friendly book written with checklists and perhaps a simulated negotiation indicating what to start out looking at first, must have's vs nice to have's in a lease (based on realistic market conditions), etc. The book is more appropriate for real estate agents than a small business owner about to sign a lease. Maybe its a 5 for a commercial real estate agent but a 2 for a prospective tenant

This is what I was looking for. This book gets straight to the point. Let's you know what to expect from different point of views. Thank you

EXCELLENT

Great!

I am new for leasing commercial properties - but it definitely gave a foundation on the required check list and clauses I should look for. I am going to use this to crosscheck my attorney's final draft and to make sure the attorney did not miss anything important. Would definitely recommend as a reference.

If you are looking for an overall roadmap on commercial leases, this is a great book. As an attorney developing my leasing practice, I found the book insightful. However, if you are looking for legal

advice, you may be disappointed. Please note that this book is not a legal resource or "how to" book.

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