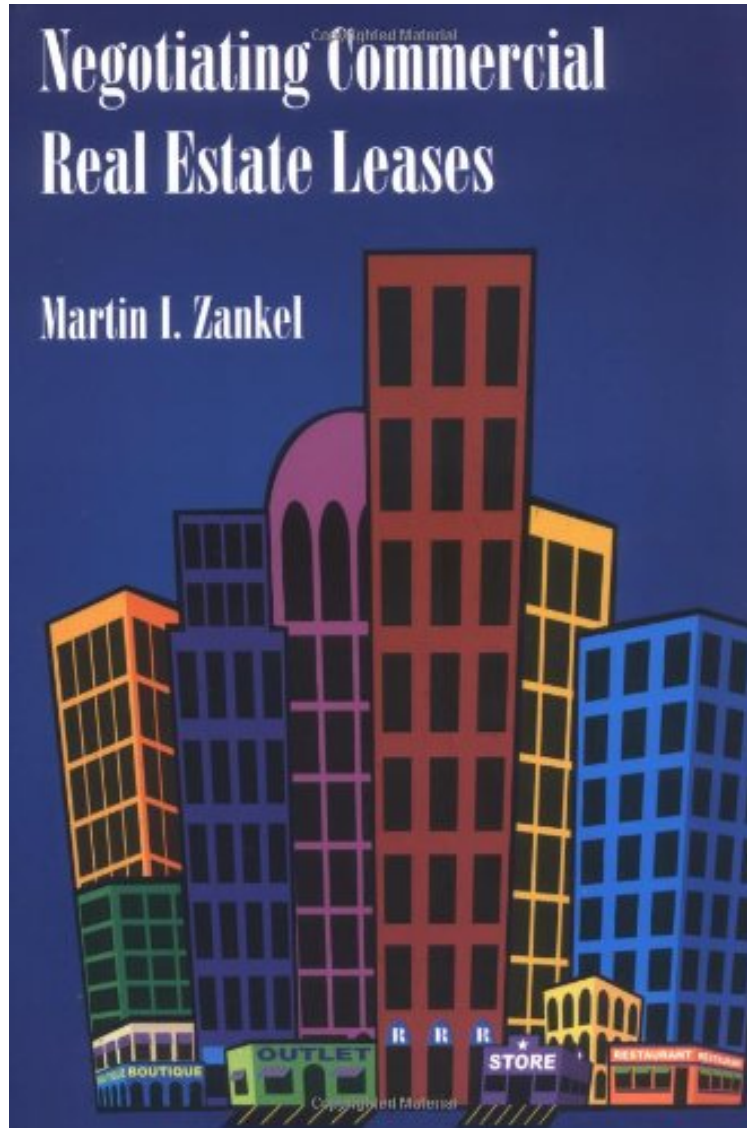


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# Negotiating Commercial Real Estate Leases

*Martin I. Zankel*

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**Martin I. Zankel : Negotiating Commercial Real Estate Leases** before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiating Commercial Real Estate Leases:

0 of 0 people found the following review helpful. I work in the field and have seen results from attorneys like this authorBy CustomerI 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. 1 of 1 people found the following review helpful. Five Stars  
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By Alex Z  
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

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.

"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 , February 2001  
From the Publisher  
This is a revised and updated edition of the original book, *Negotiating Commercial Real Estate Leases*, which was first published in 1990.  
About the Author  
Author Martin I. Zankel has more than 30 years of experience representing landlords and tenants, first as a commercial real estate broker and then as a real estate lawyer.