What Others Are Saying About

A Practical Guide to
Commercial Real Estate Transactions

“Rare is the guide that can appeal to all experience levels of practitioners. New as well as seasoned commercial real estate lawyers will benefit immeasurably from this superb guide written by three of the most respected real estate lawyers in the United States. A Practical Guide to Commercial Real Estate Transactions, Third Edition, provides readers with a comprehensive, yet practical, journey through the life cycle of a real estate transaction. Starting with a purchase and sale agreement and moving to the due diligence and financing stages, the authors identify the issues and approaches that practitioners may want to consider in shaping their own real estate transaction. This is a guide that I will keep close at hand.”

Kevin L. Shepherd
Venable LLP
Baltimore, MD

“A Practical Guide to Commercial Real Estate Transactions succeeds in its goal: helping the transactional lawyer close the deal. It is a superb blend of standard detail and suggestions for individual tailoring. The ‘Caution’ and ‘Comment’ sections interspersed throughout the book are particularly insightful.”

Peter W. Salsich, Jr.
Author and Professor Emeritus
Saint Louis University, St. Louis, MO