



Commercial Real Estate Leases: Preparation, Negotiation, and Forms

Esq., Mark A. Senn

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In the fast-changing world of **commercial real estate**, terms like “fair rental value,” “net lease,” or “duty of good faith” can mean many different things depending on the circumstances of the deal. So, when negotiating and drafting complex leasing agreements, it’s imperative you know what these provisions can mean, have alternate provisions readily available, and know when and how to use them properly. *Commercial Real Estate Leases: Preparation, Negotiation, and Forms, Fourth Edition* can make it easier.

Written by nationally recognized real estate attorney Mark Senn, this highly acclaimed guide:

- Explains the legal principles behind each lease provision in clear, user-friendly terms.
- Offers balanced discussion of the practical applications of the law from the landlord, tenant and the lender perspectives (where applicable).
- Provides specific examples of alternate clauses that address each party’s precise needs.

Logically organized to follow the typical commercial real estate lease, each chapter takes you clause-by-clause through all of the issues you need to understand in order to represent clients effectively in **commercial real estate transactions**, including:

- Rent—fixed, market and percentage
- Operating expenses
- Options to expand, buy or extend
- Space measurement—and resulting economics
- Subordination, non-disturbance and attornment agreements
- Drafting exclusive provisions
- Understanding insurance provisions
- Tax provisions and federal income tax consequences
- Use issues
- Condemnation

Commercial Real Estate Leases: Preparation, Negotiation, and Forms, Fourth Edition includes a free companion CD-ROM containing all of the leasing forms discussed in the guide.

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