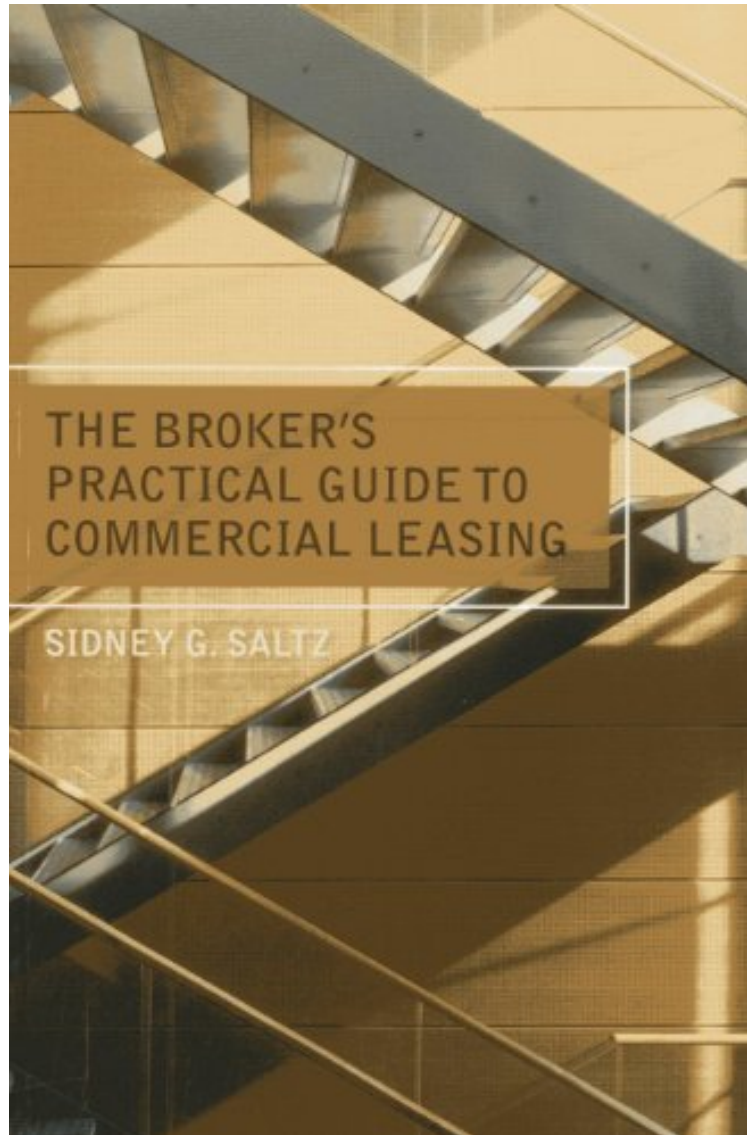


The Broker's Practical Guide to Commercial Leasing

Sidney G. Saltz

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Sidney G. Saltz : The Broker's Practical Guide to Commercial Leasing before purchasing it in order to gage whether or not it would be worth my time, and all praised The Broker's Practical Guide to Commercial Leasing:

2 of 2 people found the following review helpful. Insightful Book on Commercial Real Estate Leases and Their Clauses from an ExpertBy Kevin M. LynchReally enjoyed this book. I have been in the commercial real estate business for 30 years. This book clearly covers the most important aspects in the commercial real estate lease. There are many real estate terms used in today's leases and this book defines and delves into each term and lease clause.

After reading this Guide, there should be no excuse that the Broker did not understand any lease clause. Furthermore, the Broker will be empowered to actively participate in the Lease negotiations at an early stage thus avoiding future Lease conflicts. Sidney G. Saltz clearly knows Commercial Real Estate Leases and has shown that he can communicate his knowledge to others who should have this knowledge. This was an easy read and is a useful reference that is kept near my desk.

In this new book, prominent real estate attorney Sidney G. Saltz pokes holes in both of these stereotypes, and provides a clear, concise explanation of the legal issues commonly encountered in commercial leasing transactions. Saltz explains the lease provisions commonly found in nearly every lease, how these provisions differ depending on the physical situation and the nature of the deal, and also delves into lease provisions unique to certain kinds of leases, buildings, owners or tenants.

About the Author Sidney G. Saltz has handled all types of commercial real estate transactions, including development, leasing, acquisition and sale, financing and 1031 exchanges. He has represented clients in industrial, office, and retail leasing, and as well as the purchase and sale of large apartments complexes. He resides in Chicago, Illinois.