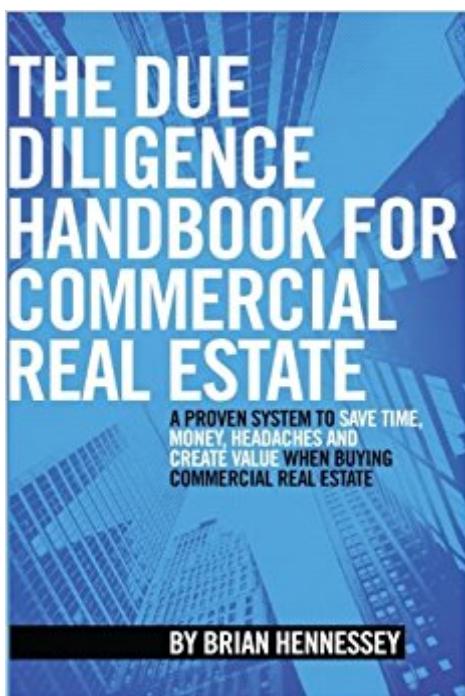


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The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate



Synopsis

There's a HUGE problem in the commercial real estate business that nobody is talking about- DUE DILIGENCE. Investors are leaving big money on the table by not learning these essential principles. Most investors, real estate brokers and commercial real estate professionals barely scratch the surface conducting their due diligence. Mainly because "they don't know what they don't know". I've spent over 30 years helping investors buy and sell over 9 million square feet of properties and witnessed the practices of professional and small investors. It wasn't until I became an acquisition executive and learned some humiliating and expensive lessons that I didn't know what I didn't know. You will learn how to avoid many mistakes with costly consequences, create more value, and more essential information for buying investment property. This book is a #1 Best Seller of commercial real estate books on . It is an easy to follow, proven "step by step" system that investors and real estate professionals use regularly as they're conducting due diligence. It will help you to make an informed and intelligent decision when deciding whether to buy or NOT buy. Having and adhering to a proven system allows you to conduct due diligence faster, easier, more efficiently and you're less likely to miss something. Here are just a few of the lessons you'll learn: Negotiating the purchase and sale agreement and what you MUST include in order to maximize your opportunities to negotiate further with the seller. (Super important to know.) Reviewing the leases Not knowing what provisions to watch for could cost you dearly once you own it. (Without this knowledge you're just hoping it all works out.) Uncovering hidden problems and issues (Sellers will NOT disclose these, so you need to know where to look for them. They will not be handing you a list of problems with the property. Many of these problems could make or break your investment.) Critical factors to consider during your financial analysis. There's list of essential questions included that MUST be addressed. (Leaving these questions unanswered can be potentially devastating to an investment.) Not "over-paying" by making sure you're getting all you deserve by getting credited fairly for items on the closing statement. (This includes specific items to review, instructions on what to ask for to minimize your chances of getting taken advantage of, potentially losing big money by not having this information.) These fundamentals remain the same and they are all applicable whether they are: residential rental properties, industrial, retail, or office buildings. This system will help to reduce risk and create value for all of them. In addition, included in the handbook : Sample Lease Abstract Form (Which shows you how to summarize all the main deal points of a lease document.) Due Diligence Checklist Due Diligence Document Checklist Sample Tenant Questionnaire (A sample list of questions that you should ask of tenants when conducting a tenant interview. This is a virtual à œgold mine of

information when done properly. Learn this or lose out.) By having this knowledge and system, you will be more prepared and confident in your ability to negotiate and go up against ANY seller. Like a pilot uses their "pre-flight" checklist prior to every flight, you'll want to refer to this handbook each time you buy an investment property. There are too many things to remember. We need reminding as much as we need learning. Warren Buffet said: "Risk comes from not knowing what you're doing." You need a proven system and process to keep you on track. Buy the book now. It will be one of the best investments in real estate you make.

Book Information

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Customer Reviews

Brian Hennessey has been in the commercial real estate industry for 30 years as: a commercial broker; a Senior Vice President of Acquisitions and Dispositions and ran his own real estate syndication/asset management company. He has represented a number of Fortune 500 Tenants including Bank of America, The Walt Disney Company, DuPont and Baxter Healthcare. With over 9 million square feet of sale transactions; some of which were with some of the largest Owner/Landlords in the country, a wealth of experience was accumulated. The Due Diligence Process Plan Handbook for Commercial Real Estate Investments was written originally as a personal reference tool/checklist because of the many facets and volume of information that is needed to be remembered for each transaction. Since each transaction is unique, there are many lessons that were learned, that were added over time, so that similar mistakes and lessons, some of which were expensive, embarrassing and humiliatingly "gut wrenching", did not have to be re-learned. It is a proven system that makes the entire buying process easier and is useful in any

commercial real estate investment purchase, from the smallest to the largest. Investors at all different levels have found it to be an invaluable tool. --This text refers to an out of print or unavailable edition of this title.

This book is a definite MUST for commercial real estate and/or investing. I gave one to my Investors and it opened his eyes to how much money he was leaving on the table. Brian Hennessey kindly simplifies his years of experience and knowledge - which is a gift in itself. Today, he taught a course on Due Diligence, and I walked away thankful that he so graciously shares his teachings. Perfect book for the new broker to even a seasoned broker!

shorter than I'd hoped

this little handbook offers information in a checklist type format. I don't know about all of the things that make a building, but this book gives me what I need to know so that I understand what experts are telling me about my building, and what things I need to know to make sure that those I hire are giving me complete information. I just hate sounding like a dummy. This book at least covers me so that I at least have enough of an idea.

A good list, but a little rough for a text.

Due Diligence was a great help to me. Brian Hennessey Did not leave anything out. He is very knowledgeable & I would highly recommend this book.

Great book learned a lot. Deaf worth the money

I am currently considering a career in commercial real estate and decided to read this book to see what may be installed for me. As a complete novice, I enjoyed the book and though the material itself was dense (which was to be expected) I thought it gave a really comprehensive "starting point" for investigating any commercial property. It was full of useful information and tips distilled from 30 years of experience, some aspects of which would have never crossed my mind that Hennessey brings your attention to. I'm sure the amount of stress & embarrassment, not to mention potential litigation, that could potentially be avoided cannot be fully quantified. Regardless of whether I plan on pursuing a path in commercial real estate, I thought the book did a good job of opening my eyes to

the intricacies and thoroughness of conducting due diligence on a commercial property. The only issue I may consider is lack of familiarity with a lot of the terminology that may require further research but again, this is coming from someone without any real experience with commercial real estate.

A straight to the point, insightful and dispassionate explanation of lessons learned that will ensure a successful commercial real estate transaction without remorse.

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