



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

By Brian Hennessey

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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 33 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, because "I didn't know what I didn't know".

I'm sharing my easy to follow, "step by step" system, "**The Due Diligence Handbook For Commercial Real Estate**". **You will learn how to avoid many mistakes with costly consequences, create more value, and much more essential information to reduce your risk.**

This book is currently one of the top selling commercial real estate books on Amazon. It is an easy to follow proven "step by step" system that many investors and real estate professionals keep as a constant companion as they're conducting due diligence. It removes a lot of the "guess work" from the process, so you can 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 some 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 and 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.)
- **Factors to consider** during your financial analysis. There are a 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, with instructions on what to ask for, to minimize your chances of getting taken advantage of, potentially losing big money by not having this information.)

The fundamentals remain the same and they are all applicable; whether they are: residential rental properties, industrial or office buildings, or retail shopping centers. **This system works for all of them.**

In addition, you get in this 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 "gold 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.

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 system. Buy the book now. It will be one of the best investments in commercial real estate you'll ever make.

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Bibliography

- Sales Rank: #17972 in Books
- Published on: 2015-06-25
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .19" w x 6.00" l, .25 pounds
- Binding: Paperback
- 84 pages



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Editorial Review

About the Author

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.

Users Review

From reader reviews:

Mary Barker:

Spent a free time for you to be fun activity to complete! A lot of people spent their down time with their family, or their very own friends. Usually they performing activity like watching television, likely to beach, or picnic inside the park. They actually doing ditto every week. Do you feel it? Do you wish to something different to fill your personal free time/ holiday? Can be reading a book can be option to fill your totally free time/ holiday. The first thing that you will ask may be what kinds of reserve that you should read. If you want to test look for book, may be the book untitled The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate can be good book to read. May be it can be best activity to you.

Jennifer Vickery:

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Jerry Rivera:

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Cindi Russell:

That book can make you to feel relax. This particular book The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate was colorful and of course has pictures around. As we know that book The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate has many kinds or style. Start from kids until adolescents. For example Naruto or Private investigator Conan you can read and think that you are the character on there. Therefore , not at all of book are make you bored, any it offers you feel happy, fun and loosen up. Try to choose the best book to suit your needs and try to like reading in which.

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