



# Commercial Real Estate Transactions: A Pocket Guide for Tenants, Owners and Investors

*Carlos Cooper*

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Looking to lease commercial space? Need to sell your building? Trying to find a good investment property? This guide will help you do all those things and more, including:

- Touring a potential space
- Conducting due diligence
- Figuring out how to pay for tenant improvements
- Negotiating a lease
- Submitting an offer to purchase
- Alternatives to leasing
- Maximizing cash flow on your investment property
- Analyzing offers
- Pitfalls to watch out for
- Establishing return and investment value
- Enlisting the aid of a commercial broker

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