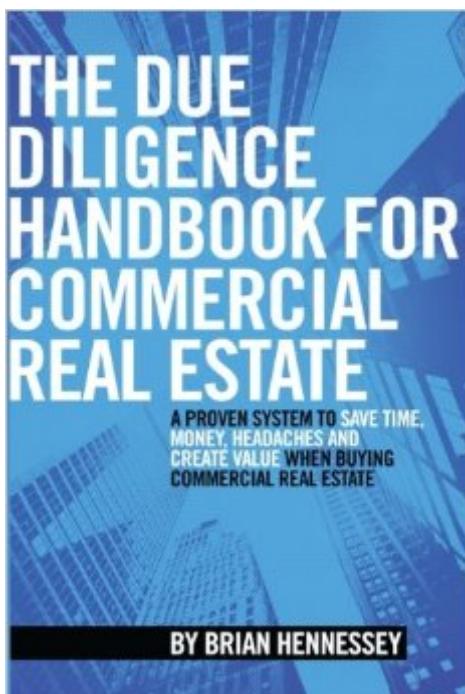


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# The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate (REVISED AND UPDATED EDITION)



## 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 important principles. Most investors, real estate brokers and commercial real estate professionals barely scratch the surface conducting their due diligence. How do I know this? I've spent over 31 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. After all the stress and sleepless nights, I'm sharing my step by step system, "The Due Diligence Handbook For Commercial Real Estate". You will learn how to avoid simple mistakes with costly consequences, create more value and much more essential information. This book is currently one of the top selling and highest rated commercial real estate books on . It is an easy to follow roadmap based upon a proven system that investors and real estate professionals around the world reference and 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 including what provisions to watch for that could cost you dearly once you own it. (Without this knowledge you're just hoping it all works out.) Uncovering hidden problems and issues that the seller will NOT disclose as well as how and where to look for them. The seller will not be handing you a list of them. (Many of them are essential and could make or break your investment.) Underwriting a property during your financial analysis. There are a list of essential questions included that MUST be addressed.(Leaving one of these questions unanswered can be potentially devastating to an investment.) Not over-paying by making sure you're getting all you deserve and getting credited fairly for items on the closing statement. (This handbook offers specific items to review, with instructions on what to ask for, to minimize your chances of getting taken advantage of. This is where most investors fall short and lose 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, skyscrapers 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 âœgold mineâ • of information when done properly. Learn this or lose out.) By having this knowledge and my "step-by-step" system, you will be more prepared, more 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. Buy the book now. It will be one of the best investments in commercial real estate youâ™ll ever make.

## **Book Information**

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## **Customer Reviews**

Although there is no replacement for direct, hands-on experience, the benefit of an expert's knowledge and direction makes for a great substitute. An excellent "how to" guide, The Due Diligence Process Plan Handbook for Commercial Real Estate Investments is tremendously helpful in coaching-up both less experienced investors/advisors and seasoned professionals. This thorough book will help guide any real estate practitioner through simple and complicated transactions alike, preventing and minimizing costly due diligence mistakes. Whether acting as a principal or as an advisor, this book will help you be more successful in investing for your own account, or in advising your clients. Likewise, whatever your experience level, you will be better with this book as a resource because of its thoughtful and precise instruction --- it is real-life, practical application at its best, not untested theory. Finally, having known Brian as a friendly competitor and colleague for over 20 years, I recommend this book mostly because of its author. Written by a veteran real estate

professional that is trusted and respected among his peers, Brian's advice in The Due Diligence Process Plan Handbook for Commercial Real Estate Investments is financially and ethically sound.

The book's content is concise and very fine. As a developer and investor with over 3 million square feet of built projects, I found it very accurate and I'm sure I will be going back to it when new deals come. Mr. Hennessey's "manual" is just too short to be called a book.

As a real estate lawyer with more years' experience than I'd care to mention, I can tell you that if you follow the instructions set out in this book, it will save you a lot of time, trouble and money!

Clearly written and highly professional.

I'm glad to have come across this book recently and recommend it highly to anyone involved in real estate, commercial or residential. The Author did a fantastic job breaking down all aspects of what to look for when buying commercial real estate which can be also highly useful for sellers as well in preparing their properties for sale. The book gives you a very strong foundation in all areas of how commercial real estate works, leaving the reader with a very good overview of what to focus on prior to making the offer as well as during their 'free-look' period. I learned more reading this book than I learned in my college real estate courses. Easy read, well written and an excellent reference manual you'll want to keep on your desk going forward. Two thumbs up!

I was excited to read about the many many facets of Real Estate due diligence that the manual described, and have never heard of such a thing existing. Nobody ever has put that much quality time and thought into a real thorough fundamental explore all the issues involved, and don't treat any lightly, as they can come back and haunt you. His questionnaire on tenant interviews was great and I have already printed and copied it. Same with his example of a Lease Abstract. This type of manual can only come from a Buyer/Owner of Commercial Real Estate, as agents typically follow the lead of their client, and I have never known a Real Estate Owner to take the time to write such a detailed account of HOW TO BUY A COMMERCIAL REAL ESTATE PROPERTY properly. This should be valued at a few hundred dollars, as a new agent or buyer can become a seasoned one by reading and utilizing the stated information. Bravo Brian

I'm mainly a residential agent, but do some commercial as well. Great book for guidance into the due diligence period and great pointers. Highly suggest if you are going to invest into commercial

real estate or are a broker.

I highly respect Mr. Hennesey's efforts in writing this book. It's clear cut and spares us the bs. If you are looking for a book on strictly what to do in a Commercial transaction, then this book is for you. The author provides insight beyond the basic obvious ways on how to really look into a commercial property. I highly recommend this book if you want to protect yourself with proper knowledge.

Well written, clear, and concise, Brian's practical "how-to" guidance will provide you with A to Z coverage of all of the important due diligence aspects on a commercial real estate deal. It's chock-full of tidbits that could only have been learned "on the job", through trial and error. As Brian says in his forward, there are two ways to learn; either from your own mistakes or from the mistakes that others make. So true. Brian does a great job of covering the potential pitfalls that a novice real estate investor could fall prey to. As an environmental & engineering due diligence professional with over 25 years of experience myself, I've found it's rare for a commercial real estate broker to demonstrate such a thorough understanding of these topics, let alone possess the willingness and ability to communicate it in this fashion. Other commercial real estate investment sales professionals would benefit from employing a similar approach and attitude. The industry as a whole would be better off.

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