



# The Leasing Process

*Richard Muhlebach, Alan Alexander*

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## **The Leasing Process** Richard Muhlebach, Alan Alexander

This book provides a comprehensive review of the lease negotiation process, elucidating the unique perspectives of both the landlord and the tenant. As veteran real estate management professionals with over 70 years combined experience in the field, the authors share the key components that go into each party's role in the leasing process, from the initial stages through execution. Landlords, asset managers, brokers, and tenants alike will gain tips for handling the toughest of negotiations in order to achieve a win-win outcome. Readers will learn about the following and more:\*

- \* All the players in the leasing process, including legal and support staff\*
- \* Landlord/tenant concessions and options that may be granted\*
- \* Maintaining a building's value through the value of its leases\*
- \* Negotiating the brokerage agreement\*
- \* Knowing how market conditions affect the leasing deal\*
- \* Determining monthly rent and pass-through charges\*
- \* Elements found in a commercial lease document\*
- \* Successful communication strategies for negotiations

The Leasing Process: Landlord and Tenant Perspectives will improve the leasing process and negotiation outcomes for those involved in lease negotiations on any level.

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