



# A Practical Guide to Commercial Real Estate Transactions: From Contract to Closing

By Gregory M. Stein, Morton P. Fisher Jr., Marjorie P. Fisher

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Make sure the real estate deal is handled correctly each step of the way. This comprehensive guide covers all aspects of a commercial real estate transaction and offers advice, commentary, and forms to expertly negotiate and close the deal. This revised edition features new forms and covers recent changes in law and practice, including the USA Patriot Act, anti-money laundering laws, the subprime mortgage crisis, and terrorism and hurricane insurance. Includes CD-ROM.

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### **Editorial Review**

About the Author

About the Authors

Gregory M. Stein is a professor of law at the University of Tennessee College of Law, where he teaches property, real estate finance, real estate development, and land use courses. He often contributes law review articles and continuing legal education chapters in these areas and speaks frequently on these topics. Prior to joining the University of Tennessee, Stein practiced commercial real estate law with Paul, Weiss, Rifkind, Wharton & Garrison in New York. He is a graduate of Harvard College and Columbia Law School.

Morton P. Fisher, Jr., is a partner in the Baltimore office of Ballard Spahr Andrews & Ingersoll, LLP. He has been involved in a variety of real estate transactions, representing developers, lending institutions, commercial tenants, and other parties. He lectures and writes regularly on real estate topics and is a former president of the American College of Real Estate Lawyers, a former chair of the American Bar Association Section of Real Property, Probate and Trust Law, and a member of the American Law Institute. Fisher is a graduate of Dartmouth College and Yale Law School.

Gail M. Stern is a partner in the Baltimore office of Whiteford, Taylor & Preston L.L.P. and the chair of its Business Services Department. She has substantial experience representing parties in real estate and business matters, both at her law firm and as in-house counsel. She is a frequent lecturer and author on real estate matters, a past chair of the Real Property, Planning and Zoning Section of the Maryland State Bar Association, and a member of the American Law Institute and the American college of Real Estate Lawyers.

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