



s Real Estate Development Law (American Casebook Series)

Richard Daley

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The book explores all of the thought processes, skills and disciplines that a lawyer employs when representing the developer of a commercial real estate project. The book adopts a practical, skill-oriented approach in examining the role that the real estate development lawyer plays at each of the following ten stages of the development of a commercial real estate project: 1. Gaining control of the project site; 2. Securing governmental approvals and incentives; 3. Forming and capitalizing the project entity; 4. Closing the land acquisition; 5. Obtaining construction financing; 6. Designing and constructing the project; 7. Negotiating the project lease; 8. Executing an interim exit strategy; 9. Operating the project; and 10. Selling the project. The purpose of the book is to introduce law students and young lawyers to the real world issues that lawyers face every day when they strive to help their developer clients achieve their business objectives. The focus of the book

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