



# The Insider's Guide to **COMMERCIAL REAL ESTATE**

FOURTH EDITION

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**Dearborn**  
Real Estate Education

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## FOURTH EDITION

Commercial real estate can seem like a secret society to outsiders. This book will get you in the club! Easy-to-follow with plenty of examples, *The Insider's Guide to Commercial Real Estate* will teach you everything you need to know, from how to speak the language to the ins and outs of commercial contracts and financing. It's the complete guide to your commercial real estate career.

### FEATURES:

- Step-by-step advice for getting started in different commercial real estate careers, such as brokerage, investment, development, property management, and more
- Addresses the impact of current events on the commercial real estate market
- In-depth explanations, examples, and financial calculator keystrokes to walk you through the most common math problems encountered in the field
- Case studies in each unit that allow you to apply your knowledge to real-world scenarios
- Helpful checklists that you can bring into the field to make sure all facts are covered
- A complete glossary to help familiarize you with commercial property terms

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