



COMMERCIAL REAL ESTATE TRANSACTIONS - PART IV

24 July 2012

Author: Mark Schechter

What is a letter of intent?

A letter of intent, which is sometimes referred to as an "LOI" is a document typically used in the negotiation of the purchase/sale of a commercial real property. The primary objective and reason for utilizing a LOI is to memorialize the essential business terms of the real estate sale that have been discussed and that are mutually acceptable to the parties prior to drafting the contract. It is important to note, however, that LOIs typically state expressly on the face of the LOI that the terms found in the LOI are non-binding and are understood by both parties as such.

Should a purchaser and seller of commercial property use a letter of intent?

It may be in the purchase and seller of commercial property best interest to utilize a letter of intent, sometimes also referred to as an "LOI". This is because the letter of intent will memorialize the essential business terms of the real estate sale that have been discussed and that are mutually acceptable to the parties prior to drafting the contract. Accordingly, the letter of intent allows the parties to confirm in a relatively expeditious manner (in writing) that the essential business terms of the agreement.

To view the above discussions on video, visit <http://schechterrealestatelaw.com/video-faq/commercial-real-estate-law/> as featured on Law.TV.

About Schechter Law

Located in Downtown Fort Lauderdale, FL, Schechter Law is a dynamic litigation firm that handles a range of litigation disputes serving the specialized needs of individual and corporate clients, small and medium businesses, and large entities. We provide a wide range of dispute resolution services, including commercial and business litigation, real property litigation, corporate disputes, partnership disputes, limited liability company disputes, and construction litigation.

Schechter Law is also a full service real estate and transactional law firm that has been providing representation and practical legal solutions for property acquisition, sales, investment and development to the greater South Florida community since 1976. Our experience in South Florida transactional law has enabled us to cultivate numerous relationships with business owners, developers, brokers, lenders, and other attorneys, thereby enabling us to efficiently and effectively handle all of our clients' real estate and transactional need.

We utilize the team approach because we believe that collaboration enhances the quality of service to our clients, and adds value to our representation. Our attorneys bring insightful legal analysis and hard work in every aspect of your case. We dedicate detailed and in-depth attention and analysis to all of our cases at a level that surpasses the big firms. Serving the South Florida community for 37 years, Schechter Law is equipped to address your most challenging needs with highly skilled legal services and solutions while providing a level of unmatched client commitment combined with reasonable legal fees.