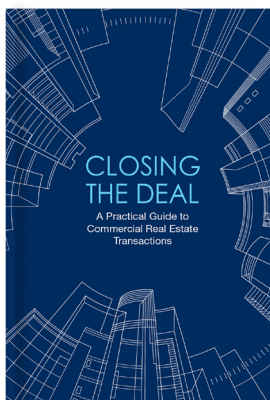


Course Adoption Guide

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Closing the Deal A Practical Guide to Commercial Real Estate Transactions ↗

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Amazon #1 New Release in Property Law



Overview

Closing the Deal: A Practical Guide to Commercial Real Estate Transactions is a practice-oriented text designed for courses in commercial real estate law and transactional practice. It offers students a clear, structured view of how legal principles operate across the lifecycle of a real estate transaction — blending substantive law, practical examples, negotiation strategy, and ethical considerations.

The book integrates doctrinal foundations with real-world application. Its step-by-step approach helps students understand not only **what** the law is, but **how attorneys apply** it in structuring, negotiating, and executing complex deals.

By emphasizing practical tools such as checklists, sample clauses, and applied exercises, the book equips students with a realistic understanding of transactional practice and professional judgment in the commercial real estate context.

Professor's Compendium

A Professor's Compendium is available to instructors who adopt ***Closing the Deal*** for course use. This turnkey resource maps directly to the book and provides a ready-to-use teaching framework with chapter-by-chapter teaching guides and learning objectives, teaching notes, discussion prompts, model answers, classroom presentation and PowerPoint guidance, experiential exercises, a model syllabus, and a sample final negotiation exercise with fact pattern, instructor guidance, and assessment tools.

Designed for adjunct professors, practicing attorneys, and first-time instructors, the Compendium reduces preparation time while supporting ABA learning outcomes, skills-based learning, and consistent course delivery across instructors and semesters.

The model syllabus helps faculty build a full course plan, with adaptable materials that can be tailored to course pacing, format, and student experience level.

Request the Compendium here. ↗

Course Adoption Benefits

This book is ideal for commercial real estate and transactional practice courses. Highlights include:

- The Professor's Compendium, a turnkey resource with a model syllabus, teaching guides, learning objectives, model answers, PowerPoint materials, experiential exercises, and final negotiation and presentation fact patterns and assessment tools
- Step-by-step transactional guidance that bridges theory and practice
- Practice pointers, checklists, and sample clauses for classroom use

About the Author

Grant Puleo is a shareholder at **Greenberg Traurig** and represents developers, owners, operators, investors, lenders, and financial institutions in real estate, finance, and business transactions across California and throughout the United States. He handles acquisitions, development, construction, syndications, dispositions, leasing, and financing across commercial, multifamily, student housing, hospitality, data center, and other product types. An experienced trial attorney with more than a dozen jury trials and dozens of binding arbitrations to his name, Grant offers clients both transactional depth and courtroom experience.

Grant is also an adjunct professor of law at California Western School of Law, where he lectures on commercial real estate transactions.

- Flexible structure suitable for full-semester courses, short modules, or skills labs
- Incorporation of current developments, including emerging tax strategies, green financing, and technology's impact on practice
- Classroom simulations, drafting exercises, and negotiation scenarios

Engaging for Students

Complex topics are made accessible through clear, direct language. The book:

- Shows how deals unfold in practice, from term sheet to closing
- Emphasizes real-world decision-making and strategy, not just doctrine
- Provides practical tools students can use in summer associate roles, clinics, externships, and early practice

Pedagogical Applications

- **Doctrinal Instruction:** Contracts, property law, real estate finance, secured transactions, tax considerations
- **Skills Training:** Drafting purchase agreements, negotiating deal terms, due diligence analysis, closing mechanics
- **Policy Analysis:** Risk allocation, market dynamics, development strategies, regulatory frameworks
- **Professional Identity:** Understanding the lawyer's role as both legal advisor and business counselor

Student Learning Outcomes

Students will be able to:

- Analyze and structure commercial real estate transactions
- Draft and evaluate key transaction documents and provisions
- Allocate risk through representations, warranties, and conditions precedent
- Navigate due diligence and financing considerations
- Apply legal principles within a broader business context
- Advise clients on strategy, negotiation, and ethical considerations

Clinic and Experiential Learning Connections

- Real estate law clinics
- Transactional and deal-drafting courses
- Business law or entrepreneurship clinics
- Negotiation and deal strategy workshops
- Externships in real estate, development, or finance practice settings

CONTACT

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