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CMS European Real Estate Deal Point Study 2015

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Table of contents

Introduction 3

Methodology 4

Summary 5

Asset classes 7

Contract partners 10

Purchase price 12
- Purchase price adjustment 12
- Payment protection 14

Warranty and guarantees 16
- Warranty provisions 16
- Objective and subjective guarantees 17
- Reference date for warranties 18
- Limitation periods (existing buildings) 19
- Security for warranty claims in Europe 20

Limits on liability 22
- *De minimis* clauses 22
- Basket clauses 25
- Liability caps 28

Exclusion of liability in the event of knowledge 31

Disclaimer 33

Contacts 34

Where can I find CMS? 35

Introduction

We are pleased to present the CMS European Real Estate Deal Point Study 2015. After having published four annual studies on the German property market, this is our first report on the European transaction market. In the course of the study we systematically assessed and evaluated contract clauses in transaction agreements relating to the European property market.

The study thus provides an overview of current best practice in property purchase agreements, in relation to both asset and share deals. It reflects the behaviour of strategic buyers and sellers as well as private equity investors and private investors with regard to the inclusion of specific contractual conditions. It also highlights not only the common features of contract practice within Europe, but also the differences that exist. Current trends and developments are highlighted by the CMS trend index.

The data used in this study is not in the public domain and is based on transactions where CMS advised the buyer, the finance partner or seller, or acted as notary.

We hope this study will assist you when preparing for contract negotiations. We would very much welcome any comments you may have on the study or the current state of the property market, so please feel free to contact us.



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