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Letters of Intent

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THE STRUCTURE AND USE OF LETTERS OF INTENT AS PRENEGOTIATION CONTRACTS FOR PROSPECTIVE REAL ESTATE TRANSACTIONS

Gregory G. Gosfield"

Editorst Synopsis: This Article distinguishes the elements, antecedents, and structured integration ofletters ofintent. The Article examines the structure ofthe letter ofintent, traces the historical roots ofcontract law to focus on concepts used to interpret contractual effect, focuses on negotiations, performance, and remedies associatedwith letters ofintent, andfinally analyzes common provisions ofletters ofintent. Overall, the Article aims to improve the usefulness ofletters ofintent.

I.	INTRODUCTION: THE RULES OF ENGAGEMENT	100
II.	CHOOSING THE PURPOSE	105
	A. Agreement ofInterest	106
	B. Contract to Negotiate	107
	C. Agreement Subject to Written Contract	113
	D. Contract for Settlement	114
III.	A SMATTERING OF CONTRACT LAW H!STORY	115
	A. Roman Giants: The Rise of the Roman Empire (55 B.C.) to the Fall of the Roman Empire (450 A.D.) ...	115
	B. Invasions and Ignorance: From Anglo-Saxon Conquest (450 A.D.) to Norman Conquest (1150 A.D.) ..	117
	C. Common Law Emerges: From the King's Court Cases (1150 A.D.) to The Enlightenment (1750)	121
	D. Contract Law Matures: From the Enlightenment (1750 A.D.) to the Present	125
IV.	Is THERE A CONTRACT, A DUTY, OR A LIABILITY?	129
	A. Intent	130
	B. Essential Terms	136
	C. Consideration and Promissory Estoppel	137
	D. Statute of Frauds	139
	E. Remedies	141
	F. Damages	142
	1. <i>Expectation Damages</i>	142
	2. <i>Reliance Damages</i>	142
	3. <i>Restitution Damages</i>	143
V.	SEPARATING BINDING AND NONBINDING PROVISIONS	144
	A. Binding Provisions	145

1. <i>Intent</i>	145
2. <i>Good Faith</i>	145
3. <i>Disclaimer of Exclusivity</i>	151
4. <i>Disclaimer, Release, Indemnification, Assumption, and Waiver</i>	153
5. <i>Limitation of Liability</i>	157
6. <i>Confidentiality</i>	157
7. <i>Approval and Authority</i>	160
8. <i>Expenses</i>	161
9. <i>Access</i>	162
10. <i>Miscellaneous Provisions</i>	164
B. Nonbinding Provisions	165
VI. CONCLUSION	166