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TO WHOM IT MAY CONCERN:

Chris Crabtree has provided USA Today/Gannett with exceptional commercial real estate representation by safeguarding our interests in leasing transactions and securing space that meets our specific needs at competitive terms. His informative, low pressure approach made it easy to select him but his market knowledge and expertise are what gave us the results we've come to expect.

Chris' methodology includes customized space programs, leasing budgets and detailed requests for proposals to landlords in our markets. His financial analysis includes comprehensive numbers for each option taking every aspect of the transaction into account so an accurate comparison can be made.

Throughout the leasing process, Chris was in touch with our team continually pointing us in a direction that would best fit our needs. He provided analysis to back up his recommendations allowing us to compare the options and make an informed decision. In one of the transactions, Chris leveraged our position in the market and our willingness to relocate to negotiate favorable terms that allowed us to stay in our current location.

I highly recommend Chris and look forward to working with him in the future.

Sincerely,

John Brooks  
General Manager, Northwest  
USA TODAY