

PROFESSIONAL STAFF

CHRIS B. CRABTREE, *Principal*



Chris B. Crabtree has five years of real estate experience. He specializes in sales and leasing in the Tri-Valley and North I-680 markets. Mr. Crabtree's technical background and professional experience allow him to provide a unique insight in his representation of Biotech and Medical Device companies. His recent notable transactions include the following:

Tenant/Buyer Representation:

- **LMA/Iacono Industrial Portfolio Acquisition:** Represented Levin Menzies and Associates (Buyer) in the acquisition of a 313,000 square foot (14 properties) portfolio. The portfolio was not on the market and offered solid upside for the Buyer. Mr. Crabtree remained involved from the creation of the opportunity to the close of escrow.
- **1st United Services Credit Union:** Represented 1st United Services Credit Union in its 18,000 square foot headquarters relocation within Pleasanton. The goal was to find a "turn-key" facility that would save time and build-out costs. The goal was met for their new facility. Currently working on listing, sale and tenant representative assignments for 1st United Services.
- **Alarm Promotions:** Represented Alarm Promotions in its original Tri-Valley offices requirement and subsequent expansion. The expansion resulted in the need of subletting Alarm Promotions' original Tri-Valley offices. The sublease was handled quickly in a slow market, resulting in savings to Alarm Promotions.
- **Alacritus Software:** Currently involved in second assignment with Alacritus. Represented this growing software company in its lease negotiations for its 11,000 square foot headquarters expansion in Pleasanton's Hacienda Business Park. The goal was to obtain a short-term solution for a growing company at the best rates possible.

Landlord/Listing Assignments:

- **Reynolds & Brown:** Represented this landlord on a Class A office project in Livermore (The Plaza). The goal was to fill up the building in a down market. By staying close to the deals in the market, this project has obtained some of the market's highest rents. In 2004, The Plaza experienced 48,000 square feet of leasing. Presently working on the final 30,000 square feet of leasing.
- **Central Building Management:** Represented this landlord in the releasing of 26,000 square feet of this 88,000 square foot Class B office project. The result was the building was brought from 70% occupancy to over 95% occupancy within 12 months.
- **Caton Moving and Storage:** Marketed this 34,560 square foot industrial building for sale or lease. The overall goal was to achieve the highest return possible. The result was a long-term lease to a solid credit tenant, which created a low maintenance, high return investment.

Prior to joining CM Realty, Mr. Crabtree was with Carpenter/Robbins Commercial in San Ramon. Prior to his career in real estate, he worked in the biotech industry for companies such as Chiron Corporation, Roche Molecular, and ThermoQuest. Mr. Crabtree held both lab and sales positions while working in the biotech industry.

Mr. Crabtree earned a bachelor's degree in Chemistry from Westmont College in Santa Barbara and a Masters Degree (MBA) in Business Administration from the University of Phoenix in Walnut Creek. He is in the process of becoming a CCIM and SIOR member.

