

October 5, 2009

To Whom It May Concern

In today's complex business world, finding good help when you need it is one of the most important, and often one of the most difficult, requirements for success. Fortunately, when it comes to the Middletown area commercial real estate market, good help is easy to find, and his name is Trevor Davis.

I first met Trevor some years ago when our organization, a prestigious but smallish scholarly publishing house owned by the American Library Association that had spent 35+ years in the same location, decided the time had come to explore other rental options rather than simply negotiate a new lease for our current space. This was new territory for *Choice*, but Trevor made the process easy. Under his firm and steady tutelage, we quickly identified a half dozen alternative locations, none of which we would have found on our own, which led in turn to several highly competitive offers. In the end, our then current landlord made us an offer we couldn't refuse, and we stayed put. But thanks to Trevor, we knew we had made an informed decision while obtaining the best possible terms.

So it was that several years later, when our parent organization decided the time had come for *Choice* to purchase office space, we quickly sought Trevor's assistance. And once again, Trevor came to our rescue. The search that followed proved longer and, at times more frustrating than either of us initially anticipated, but Trevor's patience and professionalism always carried the day. He never gave up, and the final result, *Choice's* new Liberty Square unit, has been more than worth the wait. It is terrific space in a great location, and without Trevor it would never have happened.

Moreover, Trevor's assistance to *Choice* extended far beyond the search process. Trevor's knowledge of the Middletown area commercial real estate market is unequalled, and that is certainly one of the keys to his success. But we also found him an invaluable source of experience and advice regarding a plethora of unanticipated—by us—practical issues and concerns that would otherwise have seemed insurmountable. Above all, Trevor is an exceptional source of recommendations and referrals. Need a representative to work with the general contractor? Ask Trevor. Need an attorney with condominium experience—not such a simple thing in Connecticut? Ask Trevor. Better yet, you probably won't have to ask, because the chances are Trevor will tell you well in advance what you need, whom to ask, and how to ask for it. If you're looking for a full-service commercial real estate broker in the Middletown area, this satisfied customer believes there's only one name you need to know, Trevor Davis.

Irving E. Rockwood
Editor & Publisher
Choice