



September 1, 2022

RE: Letter of Recommend – Greg Gaddis

To Whom it May Concern,

I had the pleasure of working with Greg Gaddis on a recent transaction in Greenville, South Carolina. Greg reached out to me as we share the SIOR designation and he had an upcoming client requirement in our market. Working as co-brokers on this assignment, I got a good understanding of how Greg works with his clients and co-brokers and the professionalism he exhibits.

Typically, a referring broker will make an introduction, turn over the client, and wish everyone well. Or, a referring broker simply utilizes a local broker for their state license requirements. Not Greg. Greg took the time to fly to Greenville to accompany his client on tour as well as working to educate the client on the nuances of industrial leasing outside Idaho. Greg stayed involved in the vetting of the building options, financial analysis and subsequent negotiations. At the same time, he deferred to our local expertise and was open to input and suggestions and direction. At the end of the process, Greg's client secured an excellent East coast facility, and he and I had a new friendship.

I would highly recommend Greg to anyone looking to embark on a successful leasing transaction.

Sincerely,

A handwritten signature in black ink, appearing to read "Givens Stewart", with a long horizontal flourish extending to the right.

Givens Stewart, SIOR