



BROKERAGE SERVICES  
**DON CRAWFORD**  
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## EXPERIENCE

Don Crawford joined TOK Commercial's team in 2022 as the leader of Brokerage Services for the Inland Northwest, representing clients across North Idaho and Eastern Washington.

Don provides exceptional depth of experience in commercial real estate sales and leasing across all asset classes including office, retail, industrial, multi-family and land. Don offers clients an unmatched depth and breadth of representation drawn from a distinctive and accomplished career history which includes success in the finance, construction, and energy sectors.

Don fully understands investment strategies from cap rate positioning to the return on investment that buyers or sellers are trying to achieve. More importantly, Don advises clients on investment opportunities, transaction structure, and market positioning.

Don also offers landlord and tenant representation for industrial, office and retail properties. Don has access to TOK's proprietary market data and analysis which includes historical vacancy, net absorption, asking vs actual rents, time on the market, comparable leases and sales in his representational assignments. He prioritizes the needs of his clients and deliver sales and leasing results that are unmatched.

CAREER

TRANSACTION  
VOLUME

**\$84,600,000**

TOTAL  
# TRANSACTIONS

**73**

YEARS IN  
COMMERCIAL REAL ESTATE

**4.5**

## EDUCATION & COMMUNITY INVOLVEMENT

Don is a proud graduate of the University of Idaho (Go Vandals!) and holds a bachelor's degree in Finance. Don currently sits on the City of Hayden's Impact Fee committee.

## PERSONAL

Outside of work Don, his wife Michele, and two sons enjoy all that North Idaho has to offer, from playing on the lake, to exploring the mountains in their overland van "Rosco". And when it gets a little too cold, they like to head South to Cabo for some vitamin D.

