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## PRESS RELEASE

*For Immediate Release*

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### LOCAL REALTOR® COMPLETES CI 103: USER DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE COURSE

WARRENTON, VA, August 25, 2006 – Commercial Clients who need advice on leasing commercial properties and land can turn to **Keith M. Elliott Jr.**, a REALTOR® with Coldwell Banker Residential Brokerage Commercial Services Division in Warrenton. Elliott has recently completed the third of several CCIM Institute courses. Considered by many in the industry to be the most comprehensive course on comparative lease analysis available anywhere. Elliott has gained a thorough understanding of all pertinent aspects involving the valuation and costs of commercial leasehold interests from the user's perspective, common terminology involving lease preparation, negotiation tactics, strategies needed to counsel clients on the critical decision of leasing versus owning, building versus buying, and alternative strategies to a conventional lease.

Elliott's office at Coldwell Banker Residential Brokerage Commercial Services Division is located at 5306 Lee Highway, just 7 miles south of Gainesville on US Route 29S, can be reached by calling (540) 272-9012, or visiting [www.MyRealtorKeith.com](http://www.MyRealtorKeith.com).

The Chicago-based CCIM Institute is an affiliate of the National Association of Realtors.