



CHRIS TERRY

LAND SPECIALIST

Chris Terry is a commercial real estate agent with Commerce Real Estate Solutions specializing in land for near term development as well as land for long term investment and income producing investment properties. Chris has been active in the real estate industry since 1989 and is consistently recognized by his peers as a top land professional. Chris has completed over 850 acres of transactions valued at \$220 million.

Chris joined Commerce in 1995 after working at a local residential real estate firm and Wallace Associates Consulting Group as a financial analyst. At Wallace Associates Chris underwrote seller financed loans for the Resolution Trust Corporation (RTC) as the RTC sold distressed commercial and multi-family real estate in the Western United States in connection with the Savings & Loan bailout of the early 1990s.

Chris' experience and professionalism have provided him the opportunity to work with such clients as:

Adobe	Carmax Auto Superstores
Intel Corporation	Granite Construction Company
Salt Lake City School District	Henry Day Ford
Henry Day Ford	<i>as well as numerous local landowners</i>

Chris has experience throughout the development cycle from initial market analysis, feasibility studies, site selection, contract negotiation, coordinating and reviewing physical due diligence (title, survey, soils, environmental), and working through governmental approvals (annexation, site plan, conditional use, re-zone, subdivision) in conjunction with coordinating transactions or while providing consulting services.

Chris received his Bachelor of Science degree in Finance from the University of Utah in 1992 and attained an MBA from the University of Utah in 1993 while earning numerous scholarships and merit awards along the way. Current memberships include International Council of Shopping Centers and the Urban Land Institute.

cterry@comre.com | 801.303.5490

SALT LAKE CITY OFFICE

170 South Main Street, Suite 1600 • Salt Lake City, UT 84101
Tel 801-322-2000 Fax 801-322-2040
www.comre.com

