



Charlie Davis Executive Director | Industrial

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Professional Expertise

Charles L. Davis is currently an executive director for industrial sales and leasing with Cushman & Wakefield/Commerce.

Since 1981, Charlie has gained extensive experience in all facets of commercial real estate sales and leasing of office, industrial and land. A skilled negotiator on behalf of governments, landlords, tenants, buyers, and sellers of real estate, Charlie has been involved in the sale or leasing of more than two million square feet of commercial buildings and 11,000 acres of land.

In 2008, through 2012 he represented RAMCO Energy in the search and identification, of five twenty to sixty acre land parcels throughout northern Utah for the development of gas fired Electric Generation Facilities.

In the last five years Charles has leased or sold a total of 1,181,613 square feet of office and Industrial buildings and 557 Acres of Land for a total gross transaction volume of \$110,812,000.

Since 2008, Charlie has strengthened his experience working with governmental entities by representing Salt Lake City Department of Airports in the purchase of eleven properties, 390 acres, and 104,000 square feet of office buildings. In 2009 and 2011, Charlie represented Salt Lake City Corporation in the assemblage of one half of a Downtown City block for the construction of its new Public Safety Complex and the purchase of the final parcel needed for Salt Lake City/County Regional Athletic/Soccer Complex. In 2013, Charlie represented Salt Lake County in the purchase of two properties for the Public Works and Parks Department. In 2011, he represented Salt Lake Community College in the leasing of a 35,887 sf office building.

He began his commercial real estate career with Grubb and Ellis Industrial and Land Division in 1981. He then moved to Cushman & Wakefield/Commerce in 1989 where he ranks among the firm's overall top producers.

Large national corporations, city and county governments, and local companies have depended on Charlie's abilities to help accomplish their real estate goals.

"My ability to interact successfully with all personalities including the difficult ones, from corporate presidents to the Wyoming rancher combined with my many years of experience of giving straight answers, honest assessments, developing successful negotiation strategies, providing complete up-to-date information to assist clients in making informed decisions, and insuring a smooth process through to Closing are the most important services I can provide," says Charlie, who employs this philosophy in transactions both big and small.

Clients Served

- Salt Lake City Department of Airports
- Salt Lake City Parks Department
- Salt Lake Community College
- AMSCO Windows
- Salt Lake County Real Estate Division
- JayLynn Photography
- Ace Disposal
- WF Engineering
- L-3 Communications
- Sturgeon Electric
- R&L
- Global Solutions



- Wasatch Electric
- RAMCO Energy
- United Site Services
- Process Instruments
- Great Dane of Utah

Professional Recognition

- Top Office Leasing Agent, 2011 – CoStar Group
- Platinum Performer, Business Excellence Award, 2011 – CCIM (Certified Commercial Investment Member)

Education

- B.S. – University of Utah