



Herman Franks Land, Investments & Retail

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Professional Expertise

Herm Franks, Jr. is a Retail, Land, and Investment Specialist with Cushman & Wakefield/Commerce. He is one of the company's most experienced brokers in Utah's land investment sales and acquisition. Both national and local clientele have learned to depend upon Herm's practical skills in land acquisition, assemblages, feasibility studies, and development of commercial properties. Well versed in the nuances and complexities of zoning issues throughout the Wasatch Front, Herm is widely recognized for his successful accomplishment of complicated land assemblages and well-orchestrated development plans.

Herm's extensive knowledge of the marketplace and meticulous attention to detail is the product of more nearly forty years in the industry. His understanding of the entire real estate development process, from marketing to construction, financing, and disposition has resulted in a total transaction value of over \$810 million; over seven million square feet of leased space, and over 2500 acres of sold land between 2003 and 2013.

Herm co-founded Consolidated Realty Group in 1987, later merging with Commercial Real Estate Solutions and becoming a Cushman & Wakefield Alliance member in 2004, which it remains today. Previously, he was responsible for the formation of the Grubb & Ellis' Salt Lake City land division.

Herm's industry accomplishments have earned great respect and recognition from his brokerage peer.

Clients Served

- The Boyer Company
- Developers Diversified
- Gus Paulos Chevrolet
- Jordan Landing LLC
- Lowe's Companies
- Miller Family Real Estate
- Macerich Corp.
- Pentalon Corp.
- Sam's Club
- Staples Inc.
- Utah Division of Facilities and Construction Management (DFCM)
- Walmart
- Wasatch Property Management Inc.
- Woodbury Corp.

Professional Affiliations

Member, Million Dollar Club, Salt Lake Board of Realtors

Professional Recognition

- Commercial Salesperson of the Year, Salt Lake Board of Realtors
- Top Five Producers, Cushman & Wakefield/Commerce