



Frank Farrell, LEED AP

Senior Vice President, Leasing

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EXPERTISE

Frank Farrell is Senior Vice President of Leasing and specializes in office and industrial leasing. He currently leases a portfolio of nearly 1 million square feet of office and industrial space. In one of his recent successes, he increased occupancy from 65% to 92% at Lavista Business Park, a four-building master-planned property, an effort that resulted in the sale of the property and a “promote” profit for investors.

A 35-year veteran of the Atlanta commercial real estate industry, Frank provides comprehensive services, including marketing, advertising, proposal and lease preparation, and all related lease negotiations. He also oversees budgeting, monthly reporting, tenant construction and tenant relations.

Frank began his career as a tenant representative with Richard Bowers & Company in 1986. Frank has worked directly for REIT owners – Equity Office and Highwoods – and performed third-party and joint venture work for AEW, Lehndorf, DLF, Marcus Partners, OA Development and various private owners. Frank holds the distinction of being the #1 NAIOP industrial producer and the #4 office producer in the same year.

REPRESENTATIVE CLIENTS/PROJECTS

Lavista Business Park, 4-building, 217,089-square-foot business center
Perimeter Town Center mixed-use development of 270,000 square feet
Premier Plaza – Two Class-A office buildings consisting of 317,000 SF
Phoenix Office Park – 11 office and flex buildings comprising 460,000 SF just south of the Airport
10 Glenlake – Two Class-A office buildings consisting of 500,000 SF
The Terraces and Perimeter Center – multi-building portfolio of 2.2 million SF
Tradeport – 900,000 SF industrial project just east of the Airport
Oakbrook – 900,000 SF industrial/flex development along the I-85 north corridor

PROFESSIONAL AFFILIATIONS/EDUCATION

LEED Accredited Professional
NAIOP #1 Producer in Industrial Category (2003)
NAIOP #4 Producer in Office Category (2003)
Vice President, The ATL Airport CID
Board Member, Real Estate Group of Atlanta
Member, Atlanta Commercial Board of Realtors
Licensed Real Estate Broker, State of Georgia
Georgia State University, Masters in Business Administration
Oklahoma State University, Bachelor of Science