

THOMAS ALLEN FARR JR.

Vice President,
Investment Sales

EXPERTISE

As Vice President of Investment Sales, Allen focuses on the origination, underwriting, and execution of investment sales transactions for industrial real estate assets. His role centers on advising institutional and private clients on the acquisition and disposition of distribution facilities, logistics properties, manufacturing assets and industrial portfolios throughout the Southeast and broader U.S. markets.

Allen manages the full transaction lifecycle, including market analysis, property valuation, financial underwriting, investor marketing, negotiations, and closing. He works closely with developers, private equity groups, REITs, family offices and owner-operators to structure transactions that maximize value and align with each client's investment strategy. Through targeted investor outreach and capital markets relationships, he sources qualified buyers and executes competitive marketing processes for industrial assets.

A key part of his role involves providing strategic advisory services based on deep analysis of industrial market fundamentals to develop valuation models, prepare investment marketing materials and guide clients on asset positioning, leasing strategies and portfolio disposition timing.

In addition to executing transactions, he actively pursues new investment opportunities, building long-term client relationships and identifying value creation opportunities across industrial real estate investments.

Prior to joining Ackerman, Allen was Senior Commercial Associate at Swartz Co Commercial Real Estate, where he represented private equity sellers and buyers in commercial real estate investment sales.

PROFESSIONAL AFFILIATIONS & EDUCATION

Atlanta Commercial Board of Realtors, Member

Atlanta Realtors Association, Member

Georgia Southern University, B.S, Public Relations & Communications



CONTACT INFO

404.218.5678: mobile
afarr@ackermanco.net

KEY CLIENTS

Transport Properties
Jadian IOS
Outour Storage Investments
Bavan Properties