



## Zach Hartman | Managing Director

"I LOVE THE AMAZING STATE OF UTAH!" I wake up each morning ready to help build the future of this great place; it is such a rewarding path to take part in the future growth of America."

Utah operations Managing Director, Zachary Hartman focuses on advising private equity investors, banks, financial institutions, developers, pension funds, REITs, public entities, family offices, homebuilders and individual owners with the acquisition and disposition of Utah land assets. Zach has closed transactions totaling just under \$1 billion in a range of real estate assets in more than 33 states, and has been instrumental in Land Advisors Organization's rapid growth in market share and influence in the Utah real estate market, closing approximately \$500,000,000 in land sales within Utah.

Since opening the LAO Utah office, Zach has closed 18,500 acres, more than 32,750 residential lots and units, thousands of industrial acres, hundreds of mixed use in-fill acres, millions of square feet of commercial and 24 holes of golf.

Zach came to Land Advisors Organization from the Land Division at NAI Utah Commercial Real Estate. Earlier in his career, he was Director of Hawkins Capital, a CB Richard Ellis Utah Land Services representative, Vice President of Development of Simmons Outdoor Media, Leasing Manager for LCG and Leasing Agent with The Boyer Company.

Zach earned a Master of Real Estate Development degree from the W.P. Carey School of Business at Arizona State University in 2010 and serves as a member of the ASU Real Estate Council. He also graduated from the CCIM Jay W. Levine Leadership Development Academy in 2007 and earned the Certified Commercial Investment Member (CCIM) designation in 2005.

Zach lives in Park City, Utah with his family and enjoys skiing, mountain biking, hard endure, snow bikes (timbersled), fly fishing and tennis.