

PROFESSIONAL PROFILE



Linda M Gibbs, CCIM, SIOR

Senior Vice President

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CLIENTS REPRESENTED

Abacus Capital Group

- Aspen Square Management
- Auto Owners Insurance
- Black Equities
- Campus Acquisitions
- Continental Properties
- Equity Assets
- Federal Home Loan Bank
- GMAC Commercial Mortgage
- Heitmann Properties
- Hubbell Realty Company
- Hudson Advisors
- Hy-Vee, Inc.
- J. Herzog & Sons, Inc.
- Jacobson Companies
- Lexington Properties
- Phillips Edison
- Precor Equity Fund, Inc.
- Principal Financial Group
- State Farm Insurance
- Stonemar Properties
- UBS/PaineWebber
- US Bank
- Valley Bank
- Wellmark, Inc.

Linda Gibbs, Senior Vice President, manages the CB Richard Ellis Private Capital Group (PCG) practice for the state of Iowa with Tim Sharpe. Linda brings over 24 years of commercial real estate experience to the table and is widely recognized as a leading investment property specialist in Iowa. Her sole focus is the acquisition and disposition of all types of investment properties including retail, office, industrial and multi-family. Linda has been involved in disposition and debt equity transactions exceeding \$500 million in the last five years.

Linda is committed to the fundamentals of providing the same quality service and creative real estate solutions on which she has built her solid reputation. She has been recognized in the commercial real estate market as an expert in investment properties. Her entrepreneurial spirit, business savvy, "hands-on" management and consistent follow-through on behalf of her clients are hallmarks and keys to Linda's success. Linda's goal continues to be developing and maintaining long-term relationships with clients, providing them with quality services based on a philosophy of honesty, integrity and professionalism.

Linda's career in real estate began in 1986 with CB Richard Ellis/Hubbell Commercial, after seven years as a vice president and division head at the largest financial institution in the state of Iowa.

Linda has been recognized throughout her career with numerous awards. She has consistently earned the brokerage's Top Producer award, Heitmann Properties' Deal Maker of the Year award, and has earned the F. M. Hubbell Memorial Production Annual Award every year since 1987. She has been recognized by Des Moines' Downtown Community Alliance as the Downtown Broker of the Year in 2005 and 2007. In 2008, Linda was named a Midwest Real Estate News "Forty over Forty" honoree and Broker of the Year by the Iowa Commercial Real Estate Association (ICREA) and 2008 Top Producer Award by CB Richard Ellis/Hubbell Commercial. In 2009, the Iowa Private Capital Group ranked seventh out of 76 Private Capital Group teams throughout the country in total revenue production.

Linda has attained the CCIM and SIOR professional designations, which places her in the top 1% of commercial real estate professionals nationwide.

CREDENTIALS

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- Iowa Commercial Real Estate Association (ICREA)
- Certified Commercial Investment Member (CCIM)
- Society of Industrial and Office Realtors (SIOR)
- Licensed commercial real estate broker in the state of Iowa and Arizona
- International Council of Shopping Centers

EDUCATION

- Iowa State University



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