

PROFESSIONAL PROFILE



Tim Sharpe, 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.

Tim Sharpe, Senior Vice President, manages the CB Richard Ellis Private Capital Group (PCG) practice for the state of Iowa with Linda Gibbs. Tim brings over 27 years of commercial real estate experience to the table and is widely recognized as a leading investment property specialist in Iowa. His sole focus is the acquisition and disposition of all types of investment properties including retail, office, industrial and multi-family. Tim has been involved in disposition and debt equity transactions exceeding \$500 million in the last five years.

Tim continues to be committed to providing the same quality service and creative real estate solutions on which he built his solid reputation. Tim's focus and expertise has been primarily in office and investment brokerage, which established him as an industry leader early on. With a construction background, proven track record, and his extensive market knowledge, Tim is one of the most aggressive and successful investment brokers in the marketplace.

In 1990, Tim and Linda joined forces and formed a dynamic team combining their many years of experience and expertise in commercial real estate. Their goal continues to be to develop and maintain long-term relationships with clients and provide them with quality services based on a philosophy of honesty, integrity and professionalism.

Tim has been recognized throughout his CB Richard Ellis/Hubbell Commercial career with numerous awards. He 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 joining the company. He has been recognized by Des Moines' Downtown Community Alliance as the Downtown Broker of the Year in 2005 and 2007. In 2008, Tim 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 for 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.

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

CREDENTIALS

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

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

EDUCATION

- Drake University - B.S. Business Administration



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