

PROFESSIONAL PROFILE



THOMAS (TJ) JACOBS, CCIM

Partner

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In 2013 Blackbird Investments was formed by partners Justin Doyle, Harry Doyle, Ryan Doyle, TJ Jacobs and Hugh O'Hagan. As of January of 2017, the partnership has 11 projects in design and construction. These projects are located throughout Iowa and range from Adaptive Reuse to Historic Renovation to New Construction. Each project has its own set of challenges providing Blackbird Investments the opportunity to create unique solutions.

TJ joined CBRE|Hubbell Commercial in 2014 as a Vice President of Brokerage Services. Previously, TJ worked as a Vice President – Transaction Services at Terrus Real Estate Group from 2005-2014. Prior to brokerage work, TJ developed his knowledge and practice in commercial real estate through market research, financial analysis and brokerage services in the Des Moines, Omaha, and Chicago markets. Capitalizing on this experience in market and financial analysis, TJ has been able to educate both sellers and buyers on current market dynamics and how they affect market pricing. Exposure to three different markets while working for Grubb & Ellis also provided him valuable experience in providing solutions during all phases of a transaction.

With nearly 15 years of experience in commercial real estate, TJ has worked in the areas of landlord and tenant representation, as well as, seller and buyer representation for both owner user and investment properties. Working in so many capacities has allowed TJ to gain a wide range of practical knowledge in many asset classes in commercial real estate. He has used such experience to help bring appropriate parties together to successfully facilitate transactions of all kinds and sizes. In addition to a wide range of transaction size and values, a number of complex projects have required the assistance of a number of other real estate professionals. With additional professionals playing a role within certain projects TJ has had to work in the capacity of project manager in addition to brokerage responsibilities, creating significant value for his clients.

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- + CCIM, Designation Committee Board Vice President 2017
- + Habitat for Humanity, Board Member 2017
- + Iowa Commercial Real Estate Association (ICREA), President, 2014
- + Iowa Real Estate Expo, Vice Chair, 2013; Board Member 2007-2014
- + Restore (Habitat for Humanity) Committee Chair, 2016; Member 2007-2015
- + St. Francis of Assisi, Building and Grounds Committee, 2014; Member 2008-2015
- + YMCA – Waukee, Board Member, Annual Campaign Chair 2017
- + Greater Des Moines Area Goodwill Industries, Board Member, 2015
- + Greater Des Moines Leadership Institute (GDMLI) Board Member, 2010
- + GDMLI, Chair of the Curriculum Committee, 2009
- + Des Moines Community Alliance, Board Member 2007-2009
- + Young Professional Connection (YPC) Member, Impact Downtown Member

EDUCATION

- + Bachelor of Arts, St. Ambrose University, Davenport, Iowa
- + Certified Commercial Investment Member (CCIM®)

AWARDS & RECOGNITIONS

- + 2006 Iowa Commercial Real Estate Association "Rising Star" Award Recipient
- + 2006 Downtown Community Alliance (DCA)
"Downtown Broker of the Year" Award Recipient
- + 2012 Golden Hammer Award Recipient
Greater Des Moines Habitat for Humanity
- + 2015 FM Hubbell Production Award