



Andrew J. Gibb

CRE, FRICS, SIOR, CCIM

Principal/Founder

Experience

During his 30-year career Andrew has leased/sold millions of square feet of improved office, retail and industrial properties, and negotiated land transactions encompassing all property types. Recent assignments include consulting on major mixed-use developments totaling over 4300 acres and disposition of major office and industrial properties. Expertise includes negotiation of sale and leases of office and industrial properties and land in transition in a brokerage consulting/advisory capacity. He recently served on a 6 person national consulting team exploring alternative uses for a 1 million square foot, 120-acre hospital complex in Birmingham Alabama.

Education

Andrew received his BAS Degree with a concentration in real estate from the University of Richmond (recipient 2006 Distinguished Alumnus Award - SCS).

Background

Andrew began his career as a manager of commercial properties (office, retail, industrial) obtaining the CPM designation (Certified Property Manager), and then transitioned to leasing, sales and consulting. Over his career he has handled close to 1000 assignments representing clients ranging from Fortune 500 companies to local entrepreneurs and investors. For over 7 years he served as an outsourced Corporate Real Estate Advisor for a large mixed-use real estate portfolio, handling strategic planning, acquisition, entitlements and dispositions.

Accomplishments/Credentials

Active in leadership roles in real estate organizations on a local, state and national level, he served as President of both the Virginia CCIM Chapter and the Virginia Chapter of the Society of Industrial and Office REALTORS. .

He is the only real estate professional worldwide to hold the (CRE) Counselor of Real Estate, (FRICS) Fellow - Royal Institution of Chartered Surveyors, SIOR (Society of Industrial and Office REALTORS – Dual Specialist – (Office and Industrial), CCIM (Certified Commercial Investment Member), and ALC (Accredited Land Consultant) designations.

Andrew is a long-standing member of the West Richmond Rotary Club. He serves/served on a number of non-profit boards in the community. In 1992, Andrew served as President of the Westwood Club. He and his family live in Western Henrico County and attend St. Mary's Episcopal Church

Areas of Expertise

Specializing in exclusively representing Corporate/Tenant/Users of Office and Industrial Properties locally and nationally:

- Tenant/Buyer Representation Services-Office and Industrial Real Estate-Acquisition/Disposition
- Transitional Land—Conversion/Highest and Best Use-Acquisition/Disposition
- Strategic Planning Services/Consulting Services
- Fee Based Advisory Services

Contact Information

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