



Howard Schwiebert

Land & Investment Specialist

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MBA: University of Hawaii
BS: Marketing: Bowling Green State University

Member of the Urban Land Institute

- Specializing in Land and Investment Properties
- 22 years of real estate experience
- \$250 million in sales and lease transactions closed
- Closed deals for master planned communities, commercial, hi-tech, agriculture, ranches and conservation
- Asset management experience with office, retail, residential and development properties
- Financial analysis experience with real estate operations, valuation and development
- Negotiated infrastructure deals for water, sewer, drainage, and roads
- Closed deals for Hi-tech companies with specialized land and building needs
- Executive management experience

Howard has 22 years of real estate experience in land and investments and has closed over \$250 Million in sales and lease transactions in his career. After a successful career in Hawaii with a \$2.6 Billion national real estate investment company where he was a division Vice President, Howard is continuing his focus on land and investment properties at Tucson Realty & Trust Co.

He began his career negotiating deals with hi-tech and telecom companies for specialized sites and was internationally recognized for his work in this area. Then he added over a decade of asset management experience with office, retail, residential, and development properties. As a Vice President in the years immediately prior to joining Tucson Realty he primarily set strategy and negotiated large land deals for a variety of users including master planned communities and commercial development.

The challenging issues of large complex land deals, years of asset management experience, working with troubled properties, financial analysis, executive management experience, working with a broad spectrum of investors from individuals to multinational companies like DuPont and Monsanto; all these things have provided a sound investor perspective and an ability to assess and market both development opportunities and operating income property opportunities for investors.