



# CUSHMAN & WAKEFIELD

Iowa Commercial Advisors



**Tom Knapp, CCIM** Senior Vice President  
3737 Woodland Avenue, Suite 100 | West Des Moines, IA 50266  
Direct +1 515 226 8012 Mobile +1 515 238 8200  
Fax +1 515 309 4040  
tknapp@iowaca.com | iowacommercialadvisors.com

## Professional Expertise

Tom Knapp serves as Senior Vice President of Cushman & Wakefield Iowa Commercial Advisors with over 26 years of real estate experience. Throughout his career, he has completed over \$2 billion in consulting and brokerage transactions.

Tom's experience is in brokerage, consulting and property management with an emphasis in industrial and office property. This has provided expertise in discounted cash flow analysis using Argus and Lotus. He also has extensive experience with property tax assessment valuation and consultation for assessors and for property owners including testifying as an expert witness. Additional experience includes maintenance services, general contracting services, and construction management

## Assignments

- Industrial: urban and rural locations, manufacturing, warehouse, flex space, mini-storage and special use properties
- Office: multi-tenant, high-rise, corporate campus, medical, and condominium
- Automobile dealerships, service facilities and washing facilities
- Retail: single and multi-tenant retail including neighborhood, community and regional shopping centers
- Special use properties include but are not limited to motels and hotels, nursing homes, assisted living, child care facilities, airport hangars, mobile home parks, golf courses, development land, churches, branch banks, health clubs and agricultural

## Professional Affiliations

- Designated Member of the Appraisal Institute (MAI), 1997-2015
- Certified Commercial Investment Member (CCIM)
- Iowa Commercial Real Estate Association Member
- Iowa CCIM Chapter Member
- Chairman, National Grievance Committee for the Appraisal Institute, 2004-2005

## Education

- University of Northern Iowa, B.A. in Finance with an emphasis in Real Estate