

# TOBY TROWBRIDGE III, CCIM

*REGIONAL BROKER*

Email: [Toby.Trowbridge@PeoplesCompany.com](mailto:Toby.Trowbridge@PeoplesCompany.com)

Mobile: 601.521.3545

Office: 601.521.3545

Peoples Company - Monroe

606 Acadian Lane

Monroe, LA 71203



## **BIO**

Toby Trowbridge III, CCIM, is a Regional Broker for Peoples Company. Toby grew up on a horse and cattle farm in central Mississippi, where he learned the value of long hours and hard work. He has over twenty years' experience throughout the Southeastern United States in the agriculture and timberland investment business.

Toby began his career with a Timberland Investment Management Organization (TIMO) as a Managing Forester of large land-bases across the Southeastern U.S., overseeing land management and timber (softwood and hardwood) marketing responsibilities, prior to pivoting to the rural real estate appraisal and brokerage side of the business. Then, as an appraiser for a farm credit bank, Toby was responsible for the review and reevaluation of under-performing loans and REO across the Southeastern U.S. during and after the 2008 financial crisis, as well as the appraisal of agriculture and timberland real estate for financing purposes and annual review of timberland portfolios. As the timberland investment industry began to experience the Higher-and-Better Use (HBU)/Value-Added concept take flight, Toby was brought back into the TIMO industry to establish the land sale program, from Texas to Virginia. Toby's successful execution of responsibilities provided tremendous growth and relocation opportunities into the corporate office of a large TIMO, whereby he became a reliable source of market values and deal-sourcing for the acquisitions team. Toby was a trusted team member sent to complete due diligence of large acquisitions for investment purposes, knowing the real estate markets and value-added opportunities, providing a full analysis of the Return on the Investment (ROI) from inception. Toby is a firm believer in the idea that "Your money is made in real estate at acquisition."

Toby utilizes his real estate and appraisal experience to drive accretive value to landowners, investors, and buyers/sellers. His knowledge of large-scale acquisitions and the HBU strategy of dispositions offers opportunities to generate a greater return on investment (ROI). Toby's ability to cast a wide net provides positive outcomes for his clients.

Toby and his wife currently reside in Ridgeland, MS, with two children in college.

## **EDUCATION**

Toby received a Forestry Degree from Louisiana State University.

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## MEMBERSHIPS & AFFILIATIONS

Certified Commercial Investment Member (CCIM)  
REALTORS® Land Institute Member (RLI)  
National Association of REALTORS® Member (NAR)

## LICENSES

Toby is a licensed Real Estate Broker in the states of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, and Virginia.

Alabama: 000127528-0

Florida: 3508626

Georgia: 404385

Louisiana: 995702012

Mississippi: 23060

North Carolina: 314073

South Carolina: 129755

Tennessee: 372367

Virginia: 0225244258