



BERT GARLAND
INVESTMENT BROKER
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Bert Garland brings 35 years of Real Estate knowledge, creative development experience and the ability to problem solve, along with solid sales success. He is self-motivated with high energy, combined with analytical and planning skills to compliment every client's investment needs. His success is relationship based, making sure his clients are served for the long run, not just the transaction at hand.

Bert has developed over 50 real estate projects, General Plan and zoning changes including Subdivisions, Professional offices, Industrial Parks, Shopping Centers, Private Schools, and Self-Storage facilities.

Bert spent 5 years as the CEO and President of a Real Estate Exchange Company assisting 100's of clients to successfully complete IRC 1031 Tax Deferred exchanges. In addition to running two successful Real Estate Brokerage Companies in California Bert served on the board of directors for two commercial real estate exchange organizations in Sacramento and Modesto California.

As an experienced Land Use consultant, Bert has specialized for 15 years in Zoning, Annexation, Entitlements, General Plan amendments and Government Agency workouts. For the past 10 years, Bert, as owner of IG Properties Limited LLC has been involved with conservation easement development, while consulting on endangered species, wetland protection and mitigation banking. Serving on the Advisory Board for the Desert Area Commercial Information Exchange, as well as a graduate and on the Alumni Council of Leadership Coachella, and a featured speaker for Coachella Invest 2015, the largest Real Estate Forum in Southern California, his understanding and love for the Coachella Valley with its outstanding investment opportunities has flourished. Bert's professional and extensive background in all phases of commercial real estate, project management, capital funding, manpower and resource allocation, stand ready to assist all of their commercial client's needs.

As an Airline Transport Pilot with over 9,750 hours in over 200 different aircraft types, and as CEO for 10 years for an Aircraft Sales / Aviation Insurance Brokerage company, employing 53 people, in 5 western states, Bert has the experience to keep focused on communication skills, clients' needs and rapidly changing markets.

Giving back to the community is very important to Bert, he has had the privilege to serve in the Board of Directors for Gilda's Cancer Support Community for 10 years, now currently the Vice Chairman and COO for the charity, serving Riverside County, "So No One Faces Cancer Alone".

Bert also served on the Desert Academy Christian School, Palm Desert, School Board for eight years with five of those acting as Chairman, while building a 25,000 SQ FT addition to the school, doubling its size, including classrooms, kitchen and a full gymnasium.

AFFILIATIONS & ACCOLADES

- Advisory Board for Desert Area Commercial Information Exchange
- COO & Vice Chairman for Gilda's Club
- Featured Speaker for Coachella Invest
- Graduate of Alumni Council of Leadership Coachella
- Former Board Member for Desert Academy Christian School
- Former Airline Transport Pilot

References proudly provided upon request.

