

Scot Ginsburg

Executive Vice President | scot.ginsburg@hughesmarino.com



Scot Ginsburg, with a professional tenure exceeding two decades, has devoted his passion and expertise exclusively to the comprehensive representation of business owners—specifically tenants and buyers, not landlords—in all facets of their real estate needs.

Scot's areas of specialization include:

- Early Lease Restructures & Lease Workouts
- Lease Renewals - (decreasing high margins landlords receive from renewing tenants)
- Relocating & Surveying New Space
- Expanding & Contracting
- Lease Negotiations
- Purchasing Property
- Workplace Strategy & Planning + Design
- Operating Expense Audits
- Lease Administration
- Project & Construction Management

Having successfully facilitated transactions exceeding \$2 billion in volume and accrued substantial experience spanning 14,000,000 square feet, Scot specializes in adeptly representing the

real estate needs of companies across various industries. These encompass Technology (hardware, software, engineering, gaming, and A.I.), Life Science, Research and Development, as well as manufacturing. Scot's steadfast commitment to delivering the highest caliber of service is attested by a roster of loyal clients whom he has consistently served and represented.

Scot's love for Science and Technology started at an early age. Holding a Bachelor of Science degree in Biology, former Laboratory Researcher and Technology Entrepreneur, Scot now serves on various Nonprofits Boards and invests with his clients, where he helps innovators turn bright ideas into the economic engines of tomorrow.

In addition to working closely with his clients, Scot also is a published author of *It's Not All about the Rent: A Tenant's Guide to Cracking the Commercial Real Estate Lease Code*. The book covers a broad range of valuable topics for companies navigating their real estate decisions—whether renewing or relocating—including best practices for maximizing negotiation leverage, assessing space needs, calculating the true lease costs, and spotting landmines in a lease that can undermine negotiating efforts and diffuse your leverage.

Education

- San Diego State University, Pre-Med B.S. in Biology with distinction
- University of California, San Diego, Certificate in Real Estate

Professional Activities

- California Department of Real Estate Licensed Broker – Broker License #01300321
- Continuing Legal Education for Real Estate Attorneys – Guest Lecturer
- California Real Estate Journal – Guest Columnist
- UCSD, SDSU, Various Nonprofits – Guest Speaker
- SCCA & NASA Road Car Racing Licenses
- Rallycross

Honors and Awards

- 40 Under 40 People to Watch – San Diego Metro
- Broker of the Year – The Irvine Company (multiple times)
- Most Influential People – The San Diego Daily Transcript

Civic and Charitable Activities

- CONNECT w/ San Diego Venture Group – Past Chairman & Current Board of Directors
- ScratchMyBelly.org – Co-Founder – All Breed Dog Rescuer