

Scot Ginsburg

Executive Vice President | scot.ginsburg@hughesmarino.com | (858) 344-5000



Scot Ginsburg's 20+ year passion and practice is solely built on the exclusive representation of business owners (tenants and buyers—not landlords) in every aspect of their real estate needs.

Scot's areas of expertise include:

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

Selected clients include:
QUALCOMM Inc., 1,600,000 SF
comprised of over 20 leases; Nordson, 200,000 SF; Prometheus, 160,000 SF; Sony, 150,000 SF; FICO, 100,000 SF; CSA Travel Protection, 72,000 SF; Sierra Wireless, Inc., 64,000 SF; City

National Bank, 60,000 SF; The Active Network, Inc., 60,000 SF; Sheppard Mullin Richter & Hampton LLP, 54,000 SF; Arena Pharma, 50,000 SF; Hitachi, 50,000 SF; Rockstar Games, 42,900 SF; Autonomy, 40,000 SF; OREXIGEN Therapeutics, Inc., 36,000 SF; J. Craig Venter, 33,000 SF; Lincoln Financial Group, 17,000 SF; Royale Energy, Inc., 10,600 SF; and Domain Associates, LLC, 8,000 SF.

As a former tech entrepreneur, Scot is passionate about connecting biotech and technology firms with resources to help them thrive. As a commercial real estate broker, he is committed to representing those companies in their strategies and negotiations for the space they need to operate.

With a Bachelor of Science degree in biology, Scot's love of science and technology started early. Now, as a leader in his industry, he serves on various boards of nonprofits focused on venture capital and startups. He is also an investor of his clients, where he helps innovators turn bright ideas into the economic engines of tomorrow.

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
- Guest Columnist – California Real Estate Journal
- Guest Speaker – UCSD, SDSU, Various Nonprofits
- SCCA & NASA Road Car Racing Licenses
- Rallycross
- Computer Science, Programming & Web Design

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

- Past Chairman & Current B.O.D. CONNECT & San Diego Venture Group
- Corporate Directors Forum – Sponsor
- ScratchMyBelly.org – Co-Founder