

# Scot Ginsburg

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Scot Ginsburg's 21-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;
- Lease Negotiations;
- Purchasing Property;
- Workplace Strategy & Planning + Design;
- Operating Expense Audits;
- Lease Administration; and
- Project & Construction Management

Completing over \$2 billion in transaction volume and 14,000,000 square feet of experience, Scot specializes in representing the real estate requirements of Biotechnology, GMP Companies, COVID Test Centers, Medical Device, Research and

Development, and all Technology (hardware, software, engineering, gaming, and A.I.) organizations. His commitment to provide the highest level of service is evidenced by his loyal clients whom he has repeatedly 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.

## 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 Lecturer - Continuing Legal Education for Real Estate Attorneys
- Guest Columnist - California Real Estate Journal
- Guest Speaker - UCSD, SDSU, Various Nonprofits
- 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