

Scott Johnstone

Senior Vice President | scott.johnstone@hughesmarino.com



Scott Johnstone is a senior vice president at Hughes Marino. Scott says he considers himself the luckiest guy in the world.

“I provide operational savings and peace of mind to great business leaders at no cost, while discovering ideal outcomes, using complex business strategies to provide corporate real estate solutions. I become an integral part of my client’s inner circle while doing what I love. All of that, and I get to live in a beautiful place surrounded by my loved ones. There is an intersection in business where core values, authenticity and nurturance, coupled with inspiring architecture can build a winning workplace, increase productivity, and transform your business into a magnet for the best talent. That is what I love to deliver for my clients.”

Scott has amassed over \$3 billion in transactions nationwide. Prior to his role of senior vice president at tenant representation pioneer Hughes Marino, Johnstone served in leadership roles at two of the world’s largest commercial brokerage firms and founded, then sold, three startup ventures. Johnstone’s founded companies have been tenants in over 500,000 SF of office space in 10 markets nationwide and served as landlord to over 2,500 companies through TechSpace, a shared workplace company he co-founded in the year 2000. He is also the author of the industry’s top-selling book, *Million Dollar Broker*, through which he has trained over 20,000 aspiring brokers in the fine art of tenant and buyer representation.

Scott enjoys writing, culinary arts, and boating in faraway places and holds three commercial yacht captain licenses. Scott is most proud of being the father of Katy and Chris.

Professional Activities

- California Department of Real Estate Licensed Broker
- License #00950979
- Vistage CEO/Vistage Speaker
- Orange County CFO Leadership Counsel-Steering Committee Member

Civic and Charitable Activities

- Segerstrom Center for the Arts
- Court Appointed Special Advocates (CASA)
- The Shea Center
- Shady Canyon Golf Club
- Balboa Yacht Club
- U.S. Coast Guard

Publications

- *Million Dollar Broker*