



Michael G. Tingus

Lee & Associates-LA North/Ventura Inc.

Corporate ID# 01191898; License ID# 01013724

A Member of the Lee & Associates Group of Companies

26050 Mureau Road Ste. 101, Calabasas, CA 91302

Phone: (818) 223-4380 Fax (818) 332-2129

mtingus@lee-re.com | miketingus.com

Specialty / Expertise

Michael G. Tingus, President of Lee & Associates-LA North/Ventura and one of the region's highest producing brokers, has been assisting landlords, developers, tenants and business owners with their real estate needs for over 26 years.

His expertise includes sales and leasing of industrial, R&D, office and retail properties as well as development land throughout Southern California with a focus on Los Angeles and Ventura counties. A member and chairman of the City of Calabasas Planning Commission from 1993-2001 who co-authored the city's general plan, land use and development code during his tenure, Mr. Tingus also brings specialized expertise to the development process. He has successfully transacted in excess of 1,050 acres of development land sales along with property sales and leases valued in excess of \$2.5 billion over the course of his career.

Recent Prominent Transactions

Recent prominent transactions include: sale of 37 acres of land in Murrieta, CA to Kaiser Permanente; sale of 115,138-sf industrial building to Nearon Enterprises and subsequent lease to Benchmark Electronics, Moorpark; the sale of Creekside Executive Center, a 127,820-sf office park in Camarillo to Sunbelt Enterprises; sale of 10.5 acres of land for Nissan Auto dealership in Calabasas; sale of 21 acres of land for the development of Shoppes at Westlake Village retail center with corresponding sale of 10.3 acres to Target and leasing of 245,000-sf of retail to multiple tenants; sale of 111,703-sf industrial facility with subsequent lease to Easton Baseball/Softball, Inc.; a 90,000-sf industrial building sale in Ventura; a 107,169-sf lease to Pepperdine University in Calabasas; an 84,000-sf lease in Calabasas for Spirent Communications (SPT.L); a 57,000-sf industrial lease on behalf of Liberty Property Trust (NYSE: LPT) in Simi Valley; the sale of a 21,676-sf medical office building at Patriot Commerce Center in Moorpark and a 70,850-sf creative office lease in Los Angeles on behalf of TOMS Shoes; sale of 8 acres in Thousand Oaks for industrial park development; sale of 20 acres of land for Patriot Commerce Center, Moorpark; sale of 28 acres land for Lost Hills Business Center, Calabasas; sale of 100 acres of land for Conejo Spectrum, Thousand Oaks; sale of The Carlsberg Ranch, 800 acres of land, Moorpark; sale of Tapo Business Park, 14 acres of land in Simi Valley and sale of 19 acres for The Commerce Center at Van Nuys Airport in Los Angeles.

Career History / Professional Recognition

A consistent top producer, Mr. Tingus was named Broker of the Year in 2015 and ranked among the Top Five Producers in 2016. He has served as president of Lee & Associates-LA North/Ventura since 1994. He spearheaded the growth of the company from a single office to four locations with sales and leasing revenues in excess of \$650 million annually. He has also served on the management team of the Lee Group of Companies, playing a vital role in the company's expansion from 20 to 54 nationwide offices. He has been recognized by the *Pacific Coast Business Times* and the *San Fernando Valley Business Journal* in their Who's Who in Commercial Real Estate and Commercial Real Estate 'Bests' respectively on multiple occasions.

Major Clients (partial list):

- Cypress Land Company
- Liberty Property Trust
- Nearon Enterprises
- Principal Financial Group
- Haas Automation
- Selleck Development Group
- M.W. Ossola & Associates
- Spirent Communications
- TOMS Shoes
- Bank of America
- Triliad Development
- West America Construction Corp
- The Johnston Group
- Solarsilicon Recycling



Associations / Education

- Member, American Industrial Real Estate Association (AIR)
- Planning Commissioner, City of Calabasas, 1994 to 2001
- Past Board Member, Los Angeles County Economic Development Corp. (LAEDC)
- Member, Thousand Oaks, Simi Valley, Moorpark Chambers of Commerce
- Member, International Council of Shopping Centers (ICSC)
- University of Southern California, B.A. in Communications

