

## REAL ESTATE

# Industrial firm adds offices to mix

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Boutique industrial real estate firm Ringsby Realty Corp. has added an office division and hired local broker Scott Peterson to oversee it.

Peterson left Cushman & Wakefield of Colorado Inc. to join the firm founded in early 2002 by Alex Ringsby, also a former Cushman & Wakefield broker.

"We want to leverage our relationships," Ringsby said. "Our current clients have office needs. Industrial has been our specialty. At Cushman & Wakefield, I had 20 [office] brokers who could take care of me. I didn't want to keep farming it out. If you're going to be in commercial real estate, you need to be in office [real estate]."

Peterson, 34, moved to Denver from California six years ago to practice real estate law. Less than two years later, he went to work for large international firm Cushman & Wakefield as an office broker.

"I established a good foundation in the business. Ringsby is a smaller shop with an entrepreneurial attitude," said Peterson



Peterson

about his reasons for making the change. "I think Alex has great vision and knows where he wants to take his company over the next few years. He conveyed that to me and it's exciting."

Ringsby plans to add more industrial and office brokers, and also hopes to expand into the investment and retail markets.

"I have ideas about how I want to grow, but it really is about the availability of the right people," Ringsby said. "The timing has to be right and I have to have the right kind of opportunity for them. I'm just thrilled to bring Scott on and go this direction with the business."

Peterson said he thinks Cushman & Wakefield is a great place for large and institutional owners with a national presence, but said most of his clients are local or regional.

"The smaller shop can better serve these local companies," he said.

Peterson represents both landlords and tenants, and said clients are following him to the new company.

Ringsby, who worked with Peterson at Cushman & Wakefield, said he hired him and put him in charge of the office division because of his reputation.

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