

2015

HEAVY HITTERS

IN COMMERCIAL
REAL ESTATE

PAID SUPPLEMENT TO THE DENVER BUSINESS JOURNAL



DMCAR 2015 BROKER OF THE YEAR

ALEX RINGSBY

RINGSBY REALTY CORP.



The entrepreneurial spirit has moved seamlessly across the generations in the Ringsby family. With a commitment to hard work and an unwavering dedication to and trust in family, Alex Ringsby has distinguished himself by leveraging a business and real estate foundation built by his grandfather and father.

Recognizing his industry leadership, business acumen and continued dedication to his family's core values, the Denver Metro Commercial Association of REALTORS® recognized Alex Ringsby as its 2015 Broker of the Year.

A graduate of the University of Arizona in 1992 with a degree in Regional Development, Ringsby returned to his Denver roots and the official launch of a 10-year stint with Cushman & Wakefield, the same company he had interned for while going to school in Tucson.

As an industrial and land specialist, he was recognized as both the Denver Business Journal and Cushman & Wakefield's Rookie of the Year in 1993. Over the course of the next 9 years, Alex Ringsby was the Top Industrial Producer at C&W and earned recognition including the distinguished C&W Brokerage Excellence Award, as well as numerous honors for his production. His accomplishments and leadership led to him being named director at Cushman & Wakefield. At age 28, he was the youngest person in the company's history to earn the director title.

In 2002, Ringsby left Cushman & Wakefield to launch Ringsby Realty Corporation, specializing in office, industrial, land and investment brokerage. The move allowed him to join his father Don Ringsby and Ringsby Terminals, Inc. which owns and manages properties in twelve states across the country.

"Alex has always been a highly focused young man," said his father and Denver trucking industry icon Don Ringsby. "He knew in college that he wanted to be in

the commercial real estate business and, just like his grandfather, he's always had a great eye for real estate and a great mind for this business. Alex brought a whole new aspect to our company when he came on board and grew the commercial real estate business."

That business intuition and entrepreneurial spirit started with J.W. (Bill) Ringsby, Alex's grandfather, who, while attending Denver's Emily Griffith Opportunity School, borrowed \$150 from his brother to buy an old coal truck which he used to make deliveries to Boulder. By the time he left Emily Griffith, Bill Ringsby had six trucks and a staff of drivers working for him. He built that business into a \$100 million a year trucking company that Don Ringsby ultimately sold to Digby Trucking while holding onto the real estate assets.

Bill Ringsby's entrepreneurial spirit also had a direct impact on the city's entry into the American Basketball Association (ABA) and ultimately the NBA. In the late 60s, he had picked up the financial pieces of a broken basketball ownership group and bought into the fledgling franchise. The Denver Rockets, named after the slogan of the Ringsby Trucking companies Ringsby Rockets trucking service, became a reality and the family owned the team from 1967-1971.

Taking the lead from his father and grandfather, Alex Ringsby continued his real estate successes by surrounding himself with talented and dedicated industry professionals, including longtime partner Scott Patterson. Ringsby Realty has continued to grow its holdings and in 2006, the company was ranked among Denver's fastest-growing private companies by the Denver Business Journal.

With the addition of Rob Lockhart and Rick Hubina, Ringsby chose to get back to his roots in 2013 and focus on the region's growing industrial market.

"The idea was to be able to focus and grow as an industrial boutique," said Ringsby reflecting on the decision. "We have a seasoned team of experts that are able to focus on the needs of and ability to serve our clients. We're not trying to be all things to all people, we just focus on delivering the highest level of service and the greatest volume of industrial experience at the best possible price."

While growth is important, Alex Ringsby's vision and leadership are what drive the success of the company and its team.

"He is an absolute proven talent in this business and a natural leader," said Ringsby Realty Vice President Scott Patterson. "A great person first and foremost, Alex is also a wonderful business partner who is as genuine and honest as they come. There is no questioning his commitment to his family, this business and our industry as a whole."

Active in numerous industry leadership positions and boards throughout his career, including DMCAR and SIOR, Ringsby has always been eager to support the organizations that help lobby and lead the industry he cares so much about.

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RINGSBY (CONTINUED FROM PAGE 3)

“Alex has always been willing to carry the torch for our industry and the associations that represent brokers and businesses across the region,” said DMCAR CEO Katie Kruger. “He’s been an instrumental part of DMCAR and his vision and generosity have helped us to grow as an independent association and provide the resources our members need and want.”

In addition to his professional leadership and commitments, Ringsby and his wife Joanna, are active in a wide range of charitable organizations including Denver’s First Tee Program, Children’s Hospital Colorado, Boys and Girls Clubs of Colorado, Graland School, Denver Art Museum, Colorado Uplift and the University of Colorado.

Outside of the office, he carries a family passion for golf into many of the charitable organizations he is

engaged with throughout Colorado. Wife Joanna is credited as the driving force behind the love of the game and there are single-digit handicaps up and down the family scorecard.

With oldest daughter Calli shining as a collegiate golfer at Stanford, the younger two Ringsby children, Lexi and Jimmy, have very bright futures and are also making headlines as student athletes for Cherry Creek High School.

“Golf has been a glue that has given our family the opportunity to spend a large quantity of time together over the years and has helped reinforce the overall importance of being together,” said Ringsby.

With a precision focus in everything that he takes on, Ringsby is now dialed in on the next chapter of his

career. In the past few years, he moved his real estate office headquarters further into the downtown corridor at 1336 Glenarm and just across the street from the Emily Griffith Opportunity School where his grandfather was when he started the family’s trucking business.

“It took us back to our roots,” said a proud Alex Ringsby. “I’ve been very fortunate to come from a family that has strong Denver roots, and a dad and family who are so supportive and who have given their trust in me to run our family’s investment firm.”

For Alex and the Ringsby family, those entrepreneurial roots have served not only the family but the entire Colorado community well for generations.

By Marty Schechter, on behalf of DMCAR

DMCAR SMALL OFFICE FINALISTS



2. PATRICIA WASSIK

Health Connect
Properties, Inc.
\$22,299,547



3. JOHN V. PROPP

John V. Propp
Commercial Group
\$16,191,008



4. KYLE MALNATI

Madison & Company
Properties Ltd
\$12,859,725



5. GREG JOHNSON

Madison & Company
Properties Ltd
\$12,415,525



6. ALEX RINGSBY

Ringsby Realty
\$10,394,649



**6. SCOTT
PATTERSON**

Ringsby Realty
\$10,394,649



7. ERIC GOLD

Sheldon-Gold Realty Inc.
\$10,127,457



**8. ANDREA
ACKERMAN**

Toma West
\$8,201,986



9. JOHN LIVADITIS

AXIO Commercial
Real Estate
\$8,114,596



10. LANCE CHAYET

Hanover Commercial
\$4,562,011