

Ringsby flexes industrial might

by Jill Jamieson-Nichols

Ringsby Realty Corp. is flexing its industrial strength.

The 11-year-old Denver commercial real estate brokerage firm is putting all of its resources into industrial brokerage, becoming the first formerly full-service firm in the metro area to do so. Veteran Denver industrial broker Rob Lockhart, formerly of Jones Lang LaSalle, has joined longtime brokers Alex Ringsby, Rick Hubina and Scott Patterson at the firm, which also brought in new blood in the form of broker Ty Moss.

"We have moved our focus to strictly industrial brokerage to create a more focused, higher-level service to our custom-



Alex Ringsby

ers," said Ringsby, the company's president. "As the bigger firms have continued to become bigger and tried to be all things to all people, there seems to be an obvious niche in the market to be the local experts, where people can actually get the person on the phone that they hired to do the job.

"We want to be the go-to industrial experts here in Denver," he said, adding most of the firm's brokers have at least 20 years experience. "It's



Rob Lockhart

a very high level of experience here," said Lockhart.

"It's an opportunity to grow the business here," he said.

Lockhart said his business will focus on servicing local users and owners in industrial leasing, acquisitions, and listing and selling properties.

As a Colorado company, "We want to focus on the local and regional firms that are here in Colorado," added Ringsby.▲