



Steve Winger

OFFICE BROKERAGE SERVICES
Colliers Boise Office



steve.winger@colliers.com

EDUCATION OR QUALIFICATIONS

University of California,
Santa Barbara
University of San Francisco

AFFILIATIONS OR MEMBERSHIPS

ICSC
ACRE
CCIM – Candidate

CONTACT DETAILS

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AREAS OF EXPERTISE

Steve Winger is a 25 year real estate industry veteran with a comprehensive background in the sale and leasing of office, retail, and industrial properties.

Mr. Winger has developed over 3 million square feet of commercial properties and has occupied executive roles overseeing over 20 million square feet of diversified real estate interests with Thompson National Properties, The Abbey Company, Westwood Financial Corporation, Pace Commercial, and Winger Development.

As a broker, asset manager, developer, and key executive with a public REIT, Mr. Winger has closed over \$2 billion of retail, office, and industrial lease transactions with an aggregate capitalized value in excess of \$20 billion.

PROFESSIONAL ACCOMPLISHMENTS

- **Leasing:** In the last 7 years Steve has personally signed over 2,000 leases with total consideration in excess of \$680 Million. In total, he has closed over \$2.2 Billion of retail, office, and industrial leases with an aggregate capitalized value of \$20 Billion.
- **Marketing:** Created and implemented a comprehensive national marketing campaign that resulted in a 20% increase in leasing activity in a 300 property portfolio.
- **Broker Management:** Effectively managed a network of 125 in-house and third-party brokers in a multi-state region. Reported regularly to public/private REIT boards.
- **Systems:** Developed a proprietary web-based application to approve and track leases which resulted in an annual revenue increase of \$8.4 Million. Started the first and only platform that allows landlords and tenants to lease retail space through online auctions.

CLIENTS REPRESENTED (PARTIAL LIST)

- » UPS
- » Waddell & Reed, Inc.
- » Chicago Title Insurance Company
- » Western Union, LLC
- » State of California DMV
- » Omni Hotels Management Corporation
- » GMAC
- » Magellan Health Services, Inc.
- » Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, LLP
- » Old Republic Insurance Company
- » Federal Express
- » GSA
- » Phillips Electronics