



LINDSAY MINGEE, CCIM

Principal

CAPITAL MARKETS,
INVESTMENT SALES &
LEASING
ORANGE, CALIFORNIA

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PROFESSIONAL AFFILIATIONS

- Certified Commercial Investment Member (CCIM)
- California Licensed Real Estate Broker - DRE #01920658
- Board Member, NAIOP Inland Empire
- Board Member & Champion Director, CREW Global Network Foundation (2024 & 2025)
- President, CREW Network Inland Empire (2022 & 2023)
- Council Member, Mixed-Use Real Estate, CREW Network

Lindsay Mingee specializes in private client and corporate real estate investment services across office, medical, industrial, retail, and mixed-use properties. As a trusted advisor to institutional investors and Fortune 500 companies throughout Southern California and beyond, she provides clients with strategic, data-driven guidance designed to maximize portfolio performance, mitigate risk, and enhance long-term value.

Her extensive advisory experience spans REITs, family offices, and private investors, with a proven track record of facilitating over \$816 million in real estate transactions. Lindsay has represented a diverse range of clients—including Bank of America, Ben Bridge, Boyd Watterson, Brookfield Properties, BH Properties, California Baptist University, JPMorgan Chase, Link Logistics (Blackstone), New York Life, Provident Capital Group, Renken Companies, Saban Capital Group, San Bernardino County Employees Retirement Association, and United Healthcare—as well as numerous government and institutional entities.

In her current role, Lindsay oversees brokerage services for more than 524,650 square feet of commercial real estate listings. She has built and managed high-performing brokerage teams and developed internal playbooks for prospecting, CRM utilization, and client reporting—initiatives that have significantly improved operational efficiency and client service delivery.

Lindsay is also a skilled coach and mentor to brokers and executives, having helped clients and teams achieve remarkable performance improvements, including sales growth exceeding 700%. Her leadership philosophy centers on collaboration, accountability, and delivering measurable results that empower clients to make informed, strategic investment decisions.

EARLY CAREER

- Knobbe Martens Olson & Bear LLP - Intellectual Property & Litigation
- California Baptist University - Capital Project Development
- Legislative PACs & Campaigns - Public Relations & Management

EDUCATION

- Master of Business Administration (MBA) - The George Washington University
- Bachelor of Arts (Public Administration & Political Science) - California Baptist University

CAREER HIGHLIGHTS

- Over \$816 million in total commercial real estate transactions across office, medical, retail, and industrial assets.
- 1.8 million square feet of property sold and leased throughout Southern California and beyond.
- Recognized multiple times as a CoStar Power Broker and Top 100 Broker of Influence (CREi).
- Trusted advisor to institutional investors, Fortune 500 companies, and family offices for investment, leasing, and portfolio strategy.
- Proven track record of leadership, mentorship, and team-building within Lee & Associates and the broader CRE industry.
- Awarded "Business Coach of the Year (2019)" for exceptional impact in the CRE coaching industry.