

## Ventura County retail team puts a company to the name

Bill and Linda Hagelis' reputation precedes them.

With a combined 38 years in the business, the two have defined themselves as a force to be reckoned with when it comes to the retail sector of commercial real estate.

Now, toting a list of noteworthy clients, the duo is in the midst of launching its own commercial real estate brokerage, called Hagelis Group: The Retail Property Advisors.

"It's long overdue," Linda Hagelis told the Business Times. "We said now is the time, and we were ready, we were up for it. It's now or never."

Bill Hagelis, known for his involvement in notable developments such as the Simi Valley Town Center, has taken position as the company's president.

"My grandfather was an entrepreneur and so was my father," Bill Hagelis said. "I started thinking about it and talking to my father about it and it's in my blood. I've always been an entrepreneur."

Linda Hagelis, responsible for bringing Whole Foods Market to the RiverPark Collection shopping center in Oxnard, is senior vice president of the company, which will limit its focus to retail properties.

"We have a lot of long-term relationships. We believe that is the basis of our business," continued Bill Hagelis. "Our clients are extremely

important and we treat them accordingly."



**BARBARA PEARSON**  
Real Estate

Hagelis Group represents tenants including Lowe's Home Improvement Warehouse, Costco, Ralphs, Food-4-Less and Guitar Center.

Their client list of developers includes Rothbart Development, Investec Commercial and Shea Properties.

"Our goals are to continue providing excellent service to our clients and to continue to grow within Ventura County, the Central Coast and Southern California," Bill Hagelis said.

The Hagelises represent tenants on the Central Coast north to Monterey County, as well as developers as far as Southern California's Coachella Valley.

"As the years pass, your knowledge grows and that's what I enjoy - understanding the history and geographic areas where all the retail shops are, where all the movement and growth is happening. I find it exciting. I have a lot of fun," Bill Hagelis said.

Bill and Linda Hagelis previously served for about a year as principals of the Lee & Associates-Los Angeles North/Ventura office in Oxnard.

They said they joined Lee & Assoc. when their satellite office for Colliers International closed.

"Our business is continuing as it was, but we're kind of designing it ourselves - quality not quantity,"

Linda Hagelis said.

Their associate, Greg Strang, also left Lee & Assoc. to join them in their new endeavor, making an office of three. The company plans to grow its staff over time.

Though the Hagelis Group staff plans to work as a unit, Bill Hagelis primarily will be responsible for anchor tenants, Linda Hagelis for mid-sized tenants and Strang for smaller shops.

"Bill goes after a lot of business. He's kind of the rainmaker, getting in touch with people or people call-

ing him," Linda Hagelis said. "We go after the listings as a team, but we all have primary responsibilities."

The team began moving into its new office at 4227 E. Main St., Suite 220, Ventura on Feb. 15 and have spent an "overwhelming" couple of weeks getting computers, phone systems and furniture set up for operation.

A date has not yet been set for Hagelis Group's grand-opening celebration. Visit [www.hagelisgroup.com](http://www.hagelisgroup.com) for more information.

**HAGELIS**  
GROUP  
The Retail Property Advisors

**We are pleased to announce the formation of our new company!**

**Bill Hagelis**  
President

805 -654-9300 ext 101 [bill@hagelisgroup.com](mailto:bill@hagelisgroup.com)

**Linda Hagelis**  
Senior Vice President

805 -654-9300 ext 102 [linda@hagelisgroup.com](mailto:linda@hagelisgroup.com)

**Greg Strang**  
Associate

805 -654-9300 ext 103 [greg@hagelisgroup.com](mailto:greg@hagelisgroup.com)

4227 E. Main Street, Suite 220  
Ventura, CA 93003

[HagelisGroup.com](http://HagelisGroup.com)

Fax: 805-654-9301

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Linda Hagelis  
Senior VP, Hagelis Group