



205 E. Carrillo Street, Suite 100 | Santa Barbara, CA | 93101
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Steve Golis

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DRE#: 00772218

As a Partner and co-founder of Radius Group Commercial Real Estate, Steve has been actively involved full-time in the marketing and sales of residential income properties in the Tri Counties since 1979. During the last seven years, Steve and his group have been the overwhelming leader in apartment sales in Santa Barbara County and the Central Coast exceeding \$530,000,000. Steve lists and sells only one type of real estate: residential income. This represents over 4200 units.

Prior to being a founder of Radius this expertise made him the Highest Producing Agent in 1998, 2000, and 2001, as Former Associate Vice President of Pacifica Commercial. Prior to joining Pacifica in 1996, Steve was associated with Prudential California Realty as a Commercial Agent for 16 years. Steve's outstanding performance placed him in the esteemed Leading Edge Club, Inner Circle and President's Club. He was also on the National Advisory Council for the Commercial Services Division—one of only eighteen out of 31,000 agents nationally. He regularly attends seminars and programs which further his knowledge of the industry and its trends.

Steve is a contributing author to the UCSB Economic Forecast Project for Santa Barbara County, the greater Central California Coast, and also to the California State Economic Forecast Project. Steve is considered a reliable and essential source of crucial economic data for the UCSB Economic Forecast Project and by Dr. Mark Schneipp of the California Economic Forecast Project.

Steve has degrees in Political Science and Business. He has been a speaker at numerous affairs and has been retained by professional organizations to lecture on the apartment market. Steve also proudly sponsors The Muscular Dystrophy Association, the Family Service Agency, CASA, many local schools, the Santa Barbara Scholastic Foundation, UCSB Athletics, American Heart and Lung Associations, and many other community events. Steve has been a resident of Santa Barbara since 1974 and has a 5 year old daughter. He enjoys skiing, horses, scuba diving, and racquetball and maintains a third-degree black belt. Steve is also with the Rancheros Visitadores and the Santa Barbara Trail Riders

Steve is currently on the Boards of the:

- Community Housing Council
(providing low income housing for residents in Santa Barbara)
- Current President of Valley Penning Association



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MOST RECENT PROPERTY SALES BY STEVE GOLIS

| 2010 | | |
|---------------|----------------|-------------------|
| <u>AREA</u> | <u># UNITS</u> | <u>SALE PRICE</u> |
| Isla Vista | 6 | \$ 1,177,500 |
| Isla Vista | 6 | \$ 1,177,500 |
| Santa Barbara | 4 | \$ 1,120,000 |
| Carpinteria | 4 | \$ 1,525,000 |
| Isla Vista | SFR | \$ 700,000 |
| Isla Vista | SFR | \$ 777,500 |
| Santa Barbara | COMM | \$ 700,000 |
| Santa Barbara | 6 | \$ 1,225,000 |
| Oceano | 4 | \$ 450,000 |
| Isla Vista | | \$ 2,700,000 |
| Santa Barbara | 7 | \$ 1,435,000 |
| Santa Barbara | 15 | \$ 2,050,000 |

| 2009 | | |
|---------------|----------------|-------------------|
| <u>AREA</u> | <u># UNITS</u> | <u>SALE PRICE</u> |
| Santa Barbara | 18 | \$ 3,600,000 |
| Santa Barbara | 6 | \$ 1,850,000 |
| Santa Barbara | 15 | \$ 2,140,000 |
| Santa Barbara | 12 | \$ 2,193,750 |
| Isla Vista | 8 | \$ 2,900,000 |
| Santa Barbara | 9 | \$ 1,800,000 |
| Goleta | 9 | \$ 1,800,000 |
| Santa Barbara | 7 | \$ 2,000,000 |
| Santa Barbara | 5 | \$ 1,300,000 |
| Goleta | 20 | \$ 3,375,000 |
| Santa Barbara | 7 | \$ 1,350,000 |
| Santa Barbara | 10 | \$ 1,750,000 |
| Montecito | 5 | \$ 1,200,000 |
| Isla Vista | 12 | \$ 1,650,000 |

| 2008 | | |
|-------------|----------------|-------------------|
| <u>AREA</u> | <u># UNITS</u> | <u>SALE PRICE</u> |
| Goleta | 38 | \$ 4,875,000 |
| Ojai | 16 | \$ 1,915,000 |
| Ventura | 7 | \$ 1,060,000 |
| Santa Paula | 24 | \$ 2,500,000 |
| Lompoc | 6 | \$ 570,000 |
| Lompoc | 9 | \$ 765,000 |
| Isla Vista | 4 | \$ 1,675,000 |
| Isla Vista | 4 | \$ 1,675,000 |
| Isla Vista | 4 | \$ 1,675,000 |
| Isla Vista | 4 | \$ 1,675,000 |
| Fillmore | 16 | \$ 1,815,000 |
| | 132 | \$ 20,200,000 |



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| <u>AREA</u> | <u>2007 # UNITS</u> | <u>SALE PRICE</u> |
|--------------------|-------------------------|-----------------------|
| Lompoc | 40 | \$ 7,100,000 |
| Santa Barbara | 37 | \$ 8,200,000 |
| Lompoc | 6 | \$ 629,900 |
| Santa Barbara | 2 | \$ 865,000 |
| Solvang | Commercial | \$ 3,700,000 |
| Santa Barbara | 5 | \$ 3,450,000 |
| San Luis Obispo | Commercial | \$ 6,975,000 |
| Vandenburg Village | 14 | \$ 1,800,000 |
| Goleta | 53 | \$ 11,100,000 |
| Goleta | 14 | \$ 2,650,000 |
| Oxnard | 20 | \$ 3,450,000 |
| Goleta | 14 | \$ 2,650,000 |
| Goleta | 10 | \$ 1,880,000 |
| Goleta | 10 | \$ 1,880,000 |
| Goleta | 10 | \$ 1,880,000 |
| Goleta | 10 | \$ 1,880,000 |
| Goleta | 14 | \$ 3,200,000 |
| Santa Barbara | 7 | \$ 1,749,000 |
| Lompoc | Commercial | \$ 525,000 |
| Lompoc | Commercial | \$ 525,000 |
| Santa Barbara | 7 | \$ 1,749,000 |
| Santa Maria | 22 | \$ 1,567,549 |
| Lompoc | 4 | \$ 619,900 |
| Santa Barbara | 3 | \$ 3,100,000 |
| Santa Barbara | 2 | \$ 1,350,000 |
| Santa Barbara | 2 | \$ 1,350,000 |
| Grover Beach | Commercial | \$ 995,000 |
| Santa Barbara | 49 | \$ 11,770,313 |
| Santa Barbara | 29 | \$ 7,695,000 |
| Lompoc | Land | \$ 580,000 |
| Solvang | 29 | \$ 3,850,000 |
| Solvang | 29 | \$ 3,850,000 |
| | 442 | \$ 104,565.662 |



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| | 2006 | | |
|--------------------|-----------------------|--------------------------|-------------|
| <u>AREA</u> | <u># UNITS</u> | <u>SALE PRICE</u> | |
| Goleta | 238 | \$ | 57,100,000 |
| Santa Barbara | 26 | \$ | 6,045,000 |
| Goleta | 52 | \$ | 15,000,000 |
| Solvang | 8 | \$ | 2,050,000 |
| Santa Barbara | 74 | \$ | 13,950,000 |
| Santa Barbara | 74 | \$ | 13,950,000 |
| Santa Maria | 601 | \$ | 2,750,000 |
| Santa Maria | 601 | \$ | 2,750,000 |
| Goleta | SFR | \$ | 850,000 |
| Goleta | 208,200SF | | undisclosed |
| Grover Beach | 8 | \$ | 1,345,000 |
| Santa Barbara | 6 | \$ | 1,425,000 |
| Santa Barbara | 6 | \$ | 1,425,000 |
| Santa Barbara | 13 | \$ | 3,300,000 |
| Santa Barbara | 4 | \$ | 1,995,000 |
| Santa Barbara | 4 | \$ | 1,995,000 |
| Goleta | 55 | \$ | 10,225,000 |
| Goleta | 55 | \$ | 10,225,000 |
| Goleta | 9 | \$ | 1,801,000 |
| Lompoc | 4 | \$ | 600,000 |
| Nipomo | 4 | \$ | 575,000 |
| Santa Barbara | 7 | \$ | 1,400,000 |
| Lompoc | 13,250 SF | \$ | 1,080,000 |
| Santa Barbara | 4,500 SF | \$ | 2,750,000 |
| | 1849 | \$ | 154,586,000 |

| | 2005 | | |
|--------------------|-----------------------|--------------------------|-----------|
| <u>AREA</u> | <u># UNITS</u> | <u>SALE PRICE</u> | |
| Lompoc | 48 | \$ | 3,600,000 |
| Lompoc | 48 | \$ | 3,600,000 |
| Santa Barbara | 16 | \$ | 3,495,000 |
| Santa Barbara | 16 | \$ | 3,495,000 |
| Santa Barbara | 7 | \$ | 1,935,000 |
| Santa Barbara | 7 | \$ | 1,550,000 |
| Santa Barbara | 14 | \$ | 2,675,000 |
| Santa Barbara | 14 | \$ | 2,675,000 |
| Lompoc | Comm | \$ | 3,250,000 |
| Santa Maria | 11 | \$ | 1,500,000 |
| Santa Maria | 48 | \$ | 4,500,000 |
| Santa Maria | 48 | \$ | 4,500,000 |
| Santa Maria | 14 | \$ | 1,895,000 |



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| | | | |
|---------------|-------|----|-----------|
| Santa Maria | 6 | \$ | 970,000 |
| Santa Barbara | 4 | \$ | 1,725,000 |
| Montecio | 14 | \$ | 4,250,000 |
| Montecio | 14 | \$ | 4,250,000 |
| Solvang | 29 | \$ | 3,330,000 |
| Santa Maria | 112 | \$ | 8,600,000 |
| Santa Maria | 112 | \$ | 8,600,000 |
| Santa Barbara | 4 | \$ | 1,725,000 |
| Santa Barbara | 8 | \$ | 1,800,000 |
| Santa Barbara | 8 | \$ | 1,800,000 |
| Goleta | House | \$ | 2,400,000 |
| Goleta | House | \$ | 2,400,000 |
| Goleta | 4 | \$ | 1,535,000 |
| Santa Barbara | 4 | \$ | 1,300,000 |

610 \$ 83,355,000

2004

| <u>AREA</u> | <u># UNITS</u> | | <u>SALE PRICE</u> |
|-----------------|----------------|----|-------------------|
| Oxnard | 20 | \$ | 3,065,000 |
| Carpinteria | 5 | \$ | 1,895,000 |
| Ojai | 10 | \$ | 1,649,000 |
| San Luis Obispo | 49 | \$ | 6,750,000 |
| Goleta | 4 | \$ | 1,559,000 |
| Santa Barbara | Comm | \$ | 1,420,000 |
| Goleta | 4 | \$ | 1,529,000 |
| Lompoc | 42 | \$ | 4,275,000 |
| Santa Maria | 6 | \$ | 725,000 |
| Grover Beach | Mixed | \$ | 1,375,000 |
| Santa Barbara | 4 | \$ | 1,490,000 |
| Goleta | 14 | \$ | 2,460,000 |
| Goleta | 14 | \$ | 2,460,000 |
| Santa Maria | 9 | \$ | 1,160,000 |
| Solvang | 12 | \$ | 2,000,000 |
| Santa Maria | 7 | \$ | 800,000 |
| Santa Maria | Comm | \$ | 3,150,000 |
| Goleta | 4 | \$ | 1,525,000 |
| Port Hueneme | 4 | \$ | 1,100,000 |
| Santa Barbara | Comm | \$ | 12,700,000 |
| Port Hueneme | 8 | \$ | 1,350,000 |
| Santa Maria | 65 | \$ | 5,875,000 |
| Santa Maria | 65 | \$ | 5,875,000 |
| Ventura | 90 | \$ | 15,300,000 |
| Lompoc | 40 | \$ | 5,275,000 |
| Santa Barbara | 11 | \$ | 2,262,500 |
| Santa Barbara | 11 | \$ | 2,262,500 |



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| | | | |
|---------------|------|----|---------------|
| Solvang | 15 | \$ | 2,400,000 |
| SLO | 12 | \$ | 2,025,000 |
| Lompoc | 12 | \$ | 1,315,000 |
| Santa Ynez | Comm | \$ | 1,100,000 |
| Santa Ynez | Comm | \$ | 1,100,000 |
| Goleta | 14 | \$ | 2,150,000 |
| Goleta | 6 | \$ | 1,550,000 |
| Santa Barbara | 18 | \$ | 2,500,000 |
| Santa Barbara | 18 | \$ | 2,500,000 |
| | 593 | | \$107,927,000 |

| <u>AREA</u> | <u>2003</u> <u># UNITS</u> | | <u>SALE PRICE</u> |
|-------------------|-------------------------------|----|-------------------|
| Santa Barbara | 0 | \$ | 512,500 |
| Santa Barbara | 9 | \$ | 1,510,000 |
| Santa Barbara | 4 | \$ | 1,149,000 |
| Santa Maria | Comm | \$ | 5,125,000 |
| Santa Barbara | 6 | \$ | 1,264,000 |
| Santa Barbara | 17 | \$ | 2,325,000 |
| Lompoc Valley | 94 | \$ | 8,000,000 |
| Oxnard | 20 | \$ | 2,600,000 |
| Oxnard | 20 | \$ | 2,600,000 |
| Santa Barbara | 3 | \$ | 1,150,000 |
| Lompoc Valley | 24 | \$ | 1,800,000 |
| Lompoc Valley | 18 | \$ | 1,400,000 |
| Santa Ynez Valley | 1 | \$ | 405,000 |
| Santa Barbara | 3 | \$ | 1,000,000 |
| Santa Barbara | 3 | \$ | 935,000 |
| Ventura | 26 | \$ | 2,850,000 |
| Santa Barbara | 22 | \$ | 2,850,000 |
| Santa Barbara | 22 | \$ | 2,850,000 |
| Santa Barbara | 9 | \$ | 1,425,000 |
| Santa Barbara | 12 | \$ | 2,398,000 |
| Santa Barbara | 16 | \$ | 2,953,000 |
| Santa Barbara | 16 | \$ | 2,953,000 |
| Santa Barbara | 3 | \$ | 995,000 |
| Santa Barbara | 14 | \$ | 2,150,000 |
| | 362 | \$ | 53,199,500 |