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**Bob Tuler, Co-Founder & Principal**

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For 34 years, BOB TULER, Founder and Principal of Radius Commercial Real Estate, has specialized in the Leasing and Sales of Office, Industrial, Retail and R&D properties, representing the Owners, Buyers and Tenants in many of the largest commercial sales and lease transactions in Santa Barbara, Goleta and Carpinteria. Two of the largest sales included 1-71 S. Los Carneros for \$53 million and The Devereux Campus for \$27.5 million. Mr. Tuler has leased and sold nearly over 11.7 million square feet of commercial buildings in the Santa Barbara Area, totaling over \$1.2 billion in volume. Bob Tuler's 34 years in commercial real estate and his high volume of completed transactions afford him a unique, long-range view of the Santa Barbara area commercial market. Over this time period he has completed the most commercial sales and lease transactions of any agent in Santa Barbara County. Since 1991, Mr. Tuler remains a significant contributor to the UCSB Economic Forecast Project, serving as President and Board Member while providing comprehensive lease rate data and analysis on available commercial properties on the South Coast. Bob Tuler holds a California Real Estate Broker License and he is a graduate from UCSB in Business Economics & Accounting.

- 11.7 Million Square feet / 1,536 Completed Commercial Sales and Lease Transactions Over Last 35 Years
- Over \$1.2 Billion in Sale/Lease Volume
- 2006 - 2011 the Tuler/Gamberdella Team Sales and Leases totaled: 3,832,000 SF and \$608 Million in Volume
- Over 660 Transactions Since 2000

***Bob has handled the largest commercial sales transaction in Santa Barbara County history for \$53,000,000 in addition to many of the largest historic sales in Santa Barbara County history.***

**LARGEST SALES TRANSACTIONS**

- 71 S. Los Carneros, Goleta (208,200 SF): \$53 million
- 6900 Devereux Way, Goleta (169,769 SF): \$27.5 million
- 820 State Street, Santa Barbara (64,979 SF) : \$25,1 million
- 6410-6460 Via Real, Carpinteria (86,000 SF): \$20.1 Million
- 75 Coromar, Goleta (120,000 SF): \$19 Million
- Cabrillo Business Park, Goleta (320,000 SF): \$18 Million
- 334 S. Patterson Avenue, Goleta: \$16 Million
- 104 W. Anapamu Street, Santa Barbara (40,300 SF): \$13.5 Million
- 34 W. Victoria Street, Santa Barbara (20,900 SF)
- 1424-1436 State Street, Santa Barbara (15,094 SF): \$7.5 Million

**LARGEST LEASE TRANSACTIONS**

- 389 S. Los Carneros, Goleta: 70,000 Square Feet of Industrial Space
- 6410 - 6460 Via Real, Carpinteria; 69,000 Square Feet of Office Space (Lynda.com)
- 4151 Foothill Road, Santa Barbara; 59,770 Square Feet of Office/Medical (Sansum Clinic)
- 600 Pine Avenue , Goleta: 58,453 Square Feet of R&D Space (AEC-Able)
- 6950 Hollister Avenue, Goleta: 54,000 Square Feet of Office Space (UCSB)
- 6868 Cortona Drive, Goleta: 51,000 Square Feet of Office Space (Occam Networks, Inc.)
- 6155 Carpinteria Avenue, Carpinteria: 47,620 Square Feet of Industrial Space (S&S Seeds)
- 26 Castilian Drive, Goleta: 45,190 Square Feet of Office Space (Network Hardware)
- 6550 Hollister Avenue, Goleta; 39,875 Square Feet of Office Space
- 1 S. Los Carneros Road, Goleta: 39,000 Square Feet of Office Space (Allergan)
- 6775 Hollister Avenue, Goleta: 39,000 Square Feet of R&D Space (Safe Laboratories)
- 1 N. Calle Cesar Chavez: 37,548 Square Feet of Industrial Space (Calvary Chapel)
- 600 Ward Drive, Goleta; 30,000 Square Feet of Office Space (DuPont)
- 928 State Street, Santa Barbara: 19,000 Square Feet of Retail Space (Apple Store)

**TULER PERFORMANCE RECORD**

<u>Year</u>	<u>Transactions</u>	<u>Square Feet</u>	<u>Sales/Leasing Volume</u>
2011	83	662,000	\$98 Million
2010	67	560,000	\$46 Million
2009	51	365,000	\$52 Million
2008	49	370,000	\$58 Million
2007	56	645,000	\$111 Million
2006	70	864,000	\$149 Million
2005	45	358,000	\$52 Million
2004	44	484,000	\$66 Million
2003	41	320,000	\$25 Million
2002	52	393,000	\$49 Million
2001	52	346,000	\$25 Million
2000	50	404,000	\$31 Million
<b>Totals</b>	<b>660</b>	<b>5,401,000</b>	<b>\$762 Million</b>
<b>Since 2000</b>			

## **OCCUPATIONAL HISTORY**

### **RADIUS COMMERCIAL REAL ESTATE 2002 - Present**

Principal, Founder and Broker

### **PACIFICA COMMERCIAL REALTY 1994 to 2002**

Associate Vice President

Top #1 or #2 commercial salesperson for company, 1995 - 2002

### **PRUDENTIAL CALIFORNIA REALTY 1990 to 1994**

#1 Producer for company, 1990-1994

Top ten in transaction volume in nation, 1990 – 1994

### **MERRILL LYNCH REALTY 1977 to 1989**

President's Club, Top 2% in nation, 1984 - 1990

## **EDUCATION**

University of California, Santa Barbara, 1978

Bachelor of Arts Degree in Business Economics & Accounting

## **PROFESSIONAL AFFILIATIONS**

**UCSB ECONOMIC FORECAST BOARD OF DIRECTORS - Board President**

**UCSB ECONOMIC FORECAST PROJECT**

- Author of bi-annual Economic Forecast section
- Former Speaker
- Quarterly Collection of Statistical Data for the Forecast Project
- BOARD OF REALTORS ANNUAL ECONOMIC FORECAST SEMINAR, Speaker
- CITY OF SANTA BARBARA TASK FORCE, Member
- SANTA BARBARA BOARD OF REALTORS, Member since 1977
- SANTA BARBARA CHAMBER OF COMMERCE, Member
- GOLETA CHAMBER OF COMMERCE, Member
- SANTA BARBARA CITY COLLEGE ADULT EDUCATION, Speaker
- TRI COUNTY APPRAISAL INSTITUTE SEMINAR, Speaker

## **COMMUNITY SERVICE**

AYSO - Soccer Coach in Santa Barbara for 18 years

UCSB CHANCELLOR'S INTERCOLLEGIATE ATHLETICS POLICY, Board Member

KIWANIS CLUB OF SANTA BARBARA, former Officer and Board member

UCSB ATHLETIC DIRECTORS ADVISORY COUNCIL

UCSB ATHLETIC FUND RAISING CAMPAIGN, Coordinator