

Gene Deering

Principal
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I pride myself in being able to connect the dots, both the obvious and the unanticipated ones.

Gene Deering takes a creative, problem-solving approach in working with clients and brokering transactions. Over the past 17 years it's helped him complete over 1,150 transactions valued at more than \$1.6 billion working in tandem with Bob Tuler and Paul Gamberdella while at Radius. In fact, in 2022 the team completed 26 sales and 67 leases involving more than 640,000 sq. ft. and valued at more than \$295 million. Prior to joining Radius, Gene began his career working for CB Richard Ellis in 2004.

A former college athlete, Gene takes consistency and performance to a whole other level, two traits that led to promotions to Senior Vice President in 2017, then Principal in 2018. He also doesn't shy away from a challenge, stepping up to be a featured presenter at the annual Radius forecast during the past two years.

"I love being out there and competing," he says, a fact that surely propelled him to three consecutive scholar athlete awards for his leadership on the UCSB Gauchos soccer team. "Once it became apparent I wasn't going to be drafted into the MLS, I needed a new competitive passion. Commercial real estate was an ideal fit."

NOTABLE SALES

1 & 71 S. Los Carneros Rd., Goleta (208,200 SF): \$53M
6900 Devereux Wy., Goleta (169,769 SF): \$27.5M
820 State St., Santa Barbara (64,979 SF): \$25.1M
Cabrillo Business Park, Goleta (5 Lots), Asking Price: \$26M
6500 Hollister Ave., Goleta (72,300 SF): \$23M
109 Bath St. (The Franciscan), Santa Barbara (21,355 SF):
Asking Price: \$21.75M
1801 E. Cabrillo, Santa Barbara (31,634 SF): Asking Price: \$21M
6410-6460 Via Real, Carpinteria (86,000 SF): \$20.1M
75 Coromar Dr., Goleta (120,000 SF): \$19M
2320 Bath St., Santa Barbara (43,250 SF): \$18.4M
Cabrillo Business Park, Goleta (310,000 SF): \$18M
6267 Carpinteria Ave., Carpinteria (50,955 SF): \$15.8M
12 E. Montecito St., Santa Barbara (9,811 SF): Asking Price \$14.9M

800 Miramonte Dr., Santa Barbara (19,334 SF): \$14.9M
454 S. Patterson Ave., Goleta (26,201 SF): \$14.8M
1046 Coast Village Rd., Santa Barbara (13,200 SF): \$14.5M
126 E. Haley St. (The Platform), Santa Barbara (32,133 SF):
\$13.9M
26 Castilian Dr., Santa Barbara (75,239 SF): \$13.6M
104 W. Anapamu St., Santa Barbara (40,300 SF): \$13.5M
6860-6868 Cortona Dr., Goleta (90,700 SF): \$13M
16 W. Mission St., Santa Barbara (13,094 SF): Asking Price:
\$12.95M

EDUCATION

Bachelor of Science, Business Economics | University of California, Santa Barbara

MEMBERSHIPS & ASSOCIATIONS

Santa Barbara Athletic Round Table, Past President, Board of Directors
Santa Barbara Semana Nautica, Past President
Katherine Harvey Fellow
Radius Economic Forecast, Featured Speaker
UCSB Economic Forecast, Board of Directors

UCSB Soccer Camp, Volunteer Coach
SBART 2010 Fall Classic, Emcee & Event Chair
Women's Economic Ventures, Featured Speaker

SIGNIFICANT LEASES

101 Garden St., Santa Barbara: (197,327 SF Land)
6769-6775 Hollister Ave., Goleta: 148,000 SF Office/R&D (Du-Pont Corporation); *Largest lease transaction in County history*
71 S. Los Carneros Rd., Goleta: 105,000 SF Industrial/R&D (Allergan)
6303-6307 Carpinteria Ave., Carpinteria: 88,200 SF Office (CKE Restaurants)
3845 State St., Santa Barbara - 70,000 SF Retail (Mattress Mikes)
389 S. Los Carneros Rd., Goleta: 70,000 SF Industrial (Hendry)
6410-6460 Via Real, Carpinteria: 78,900 SF Office (Lynda.com)
820 State St., Santa Barbara: 65,000 SF Multi-Tenant Office/Retail
1000 Cindy Ln., Carpinteria: 64,800 SF R&D/Industrial (Nusil Technologies)
4151 Foothill Rd., Santa Barbara: 59,770 SF Office/Medical (Sansum Clinic)
6368 Cortona Dr., Goleta: 51,000 SF Office (Occam Networks)
6155 Carpinteria Ave., Carpinteria: 47,600 SF Industrial (S&S Seeds)
6550 Hollister Ave., Goleta: 39,875 SF Office (SB Cottage Hospital)

CLIENTS REPRESENTED

Guess Inc.
Better Business Bureau
Robert Half International
Transphorm Inc.
R.R. Donnelly & Sons Company
The Territory Ahead

STAR, Inc.
Channel Industries
LCOGT