

Principal

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Paul Gamberdella

You come to realize there is no such thing as a “small deal” as the implication for the client is always major.

Paul Gamberdella joined Radius in 2006 and has consistently been a top producer at the company and in the market. Over the past 20 years he has been instrumental in sale and lease transactions valued at nearly \$1.6 billion. In fact, in 2019, in conjunction with Bob Tuler and Gene Deering, the team completed 13 sales and 56 leases involving more than 424,000 sq. ft. and valued at more than \$89 Million.

Still, “It has never been about making deals,” he says. “When you earn trust and form true relationships, the deal follows when the time is right. The biggest payoff you get is the feeling that comes from helping a client.”

A former vice president with CB Richard Ellis Santa Barbara, Paul specializes in office, R&D, industrial and retail property on the South Coast.

“What’s not to love about this business? I get to work with many different clients from diverse professional backgrounds and walks of life. And I know that if I’m successful serving them, I will hopefully have the freedom and flexibility to be around for a long time to enjoy what this community has to offer.”

NOTABLE SALES

1 & 71 S. Los Carneros Rd., Goleta (208,200 SF): \$53M
(Largest commercial sale in county history)
6900 Devereux Wy., Goleta (169,769 SF): \$27.5M
(Largest 2007 commercial property sale on the South Coast)
820 State St., Santa Barbara (64,979 SF): \$25.1M
(Largest office building sale in downtown Santa Barbara history)
6500 Hollister Ave., Goleta (72,300 SF): \$23M
Cabrillo Business Park, Goleta (5 Lots), Asking Price: \$26M
6267 Carpinteria Ave., Carpinteria (50,955 SF): \$15.8 Million
26 Castilian Dr., Santa Barbara (75,239 SF): \$13.6 Million
104 W. Anapamu St., Santa Barbara (40,300 SF): \$13.5M
6860-6868 Cortona Dr., Goleta (90,700 SF): \$13M
126 E. Haley St., Santa Barbara (30,299 SF): \$8.1M

MEMBERSHIPS & ASSOCIATIONS

UCSB Economic Forecast Project Contributor
Santa Barbara Industrial Association Board of Directors
Santa Barbara Athletic Roundtable Board of Directors
American Youth Soccer Organization Volunteer
Goleta Valley Boys & Girls Club Volunteer
Goleta Valley South Little League Volunteer

EDUCATION

Bachelor of Arts | Cal Poly, San Luis Obispo, California || Master of Business Administration | University of San Diego, California

SIGNIFICANT LEASES

800 Miramonte Dr., Santa Barbara (19,334 SF): \$14M
101 Garden St., Santa Barbara: 197,327 SF Land
6769-6775 Hollister Ave., Goleta: 148,000 SF Office/R&D (DuPont 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)
6410-6460 Via Real, Carpinteria: 69,000 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)
6155 Carpinteria Ave., Carpinteria: 47,600 SF Industrial (S&S Seeds)
5390 Overpass Rd., Goleta: 40,000 SF Industrial (Mammoth)
6800 Cortona Dr., Goleta: 40,000 SF Office/R&D (Toyon Research)

CLIENTS REPRESENTED

Urban Developments	Union Bank	Allergan	The Salvation Army
Sansum Clinic	DuPont Corporation	Northern Trust	MarBorg Industries
The Towbes Group	CKE	City National Bank	Cottage Hospital
UCSB	Nusil Technology	Federal Express	Moog, Inc.
Investec	Veeco Instruments	Toyon Research	Freudenberg