

Paul Gamberdella

Principal

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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 26 years he has been instrumental in sale and lease transactions valued at \$2.1 billion. In fact, in 2025, in conjunction with Bob Tuler and Gene Deering, the team completed 17 sales and 56 leases involving more than 599,534 sq. ft. and valued at more than \$117 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
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
26400 Carmel Ranch Rd., “Barnyard Shopping Village”
Carmel, CA (89,861 SF): \$23M
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
111-121 E. Arrellaga St. (Simpson House Inn): \$12M
901 State St., Santa Barbara (21,258 SF): Asking Price: \$11M

SIGNIFICANT LEASES

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)
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)
6800 Cortona Dr., Goleta, CA: 40,380 SF Office (Toyon)
6550 Hollister Ave., Goleta: 39,875 SF Office (SB Cottage Hospital)
147,149 & 151 Castilian Dr., Goleta: 35,297 SF Industrial (Karl Storz Imaging)

EDUCATION

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

MEMBERSHIPS & ASSOCIATIONS

UCSB Economic Forecast Project Contributor
Santa Barbara Athletic Roundtable Member
Santa Barbara Volleyball Club Board of Directors (Past)
Radius Group Economic Forecast Featured Speaker
Santa Barbara Athletic Roundtable Board of Directors (Past)
American Youth Soccer Organization Volunteer
Goleta Valley Boys & Girls Club Volunteer
Goleta Valley South Little League Volunteer

CLIENTS REPRESENTED

Runyon Group	Investec	Northern Trust	Moog, Inc.
Dauntless Capital	Union Bank	City National Bank	Freudenberg
Kate Farms	DuPont Corporation	Federal Express	Karl Storz Imaging
Urban Developments	CKE	Toyon Research	Music Academy of the West
Sansum Clinic	Nusil Technology	The Salvation Army	Hearth Hospitality
The Towbes Group	Veeco Instruments	MarBorg Industries	
UCSB	Allergan	Cottage Hospital	