

Managing Director, Senior Associate

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Brian Johnson



Brian Johnson has been a commercial real estate agent serving the Central Coast since 2002 and has consistently completed a high volume of lease and sale transactions.

In 2012, Brian turned his focus to Multifamily investment property and quickly became a top performer in his field. He specializes in assisting investors in the targeted buying and selling of these properties, while helping his clients create and maintain their portfolios.

While he loves being an agent, he is proud to serve as Radius Managing Director, overseeing operations, agents and staff. “To have the trust of our ownership means a lot to me and it’s gratifying to be an integral part of the company’s growth and future.”

Prior to Radius, Brian spearheaded network planning and development projects for major wireless telephone companies across the US including AT&T and T-Mobile. His efforts resulted in the leasing, permitting and construction of more than 1,000 wireless cell sites nationwide.

NOTABLE SALES

6739 El Colegio Rd., Isla Vista (63 Units): \$14.3 Million
515 Red Rose Ln., Santa Barbara (32 Units): \$9.0 Million
1711-1723 S. Broadway, Santa Maria (Retail): \$7.2 Million
777-841 Boysen Ave., San Luis Obispo (36 Units): \$5.8 Million
781 Embarcadero del Norte, Isla Vista (24 Units): \$4.0 Million
1045-1049 Elm Ln., Carpinteria (18 Units): \$3.6 Million
1669 Maple Ave., Solvang (29 Units): \$3.2 Million
2320 De La Vina St., Santa Barbara (13 Units): \$2.9 Million
271-291 S. Halcyon Rd., Arroyo Grande (26 Units): \$2.4 Million
1125 De La Vina St., Santa Barbara (9 Units): \$2.4 Million

616 W. Cook St., Santa Maria (24 Units): \$2.3 Million
321 W. Padre St., Santa Barbara (11 Units): \$2.2 Million
104 Chapala St. & 28 W. Mason St., Santa Barbara (8 Units):
\$2.1 Million
85 N. La Cumbre Rd., Santa Barbara (10 Units): \$1.7 Million
477 Whitman St., Goleta (4 Units): \$1.3 Million

SIGNIFICANT LEASES

5353 Overpass Rd., Goleta: 86,700 SF Land
6410-6460 Via Real, Carpinteria: 81,200 SF Office
6550 Hollister Ave., Goleta: 39,900 SF Office
454 S. Patterson Ave., Goleta: 26,200 SF Office
1 N. Calle Cesar Chavez, Santa Barbara: 15,300 SF Industrial
10 E. Yanonali St., Santa Barbara: 10,000 SF Office
819 Reddick St., Santa Barbara: 9,500 SF Office
436 N. Milpas St., Santa Barbara: 6,800 SF Retail

MEMBERSHIPS & ASSOCIATIONS

UCSB Economic Forecast Project, Author of the Santa Barbara Commercial Vacancy Report
The California Economic Forecast, Author of the Commercial/Industrial Real Estate Report
So. Cal. Chapter of the Appraisal Institute, Guest Speaker
Santa Barbara City College Adult Education, Guest Lecturer
Montessori Center School, Board of Trustees
ProVisors

CLIENTS REPRESENTED

County of Santa Barbara
Santa Barbara MTD
Carpinteria-Summerland Fire District
Santa Barbara Cottage Hospital

CIO Solutions
Multiprobe, Inc.
Northwestern Mutual
Vans, Inc.