

# Bob Tuler

Principal & Founder

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## *Not just a numbers guy.*

In a storied career that spans 41 years in commercial real estate in the Santa Barbara area, amassing leases and sales totaling over 17.3 million sq. ft. of space and nearly \$1.9 billion in volume, come to find out it's Bob Tuler's very first deal that he is most proud of.

"Three months in and wow! I struck the largest lease in the company that year. I learned right away that putting in the extra time and effort to connect the dots between landlords and tenants, sellers and buyers, made the difference in having a transaction come together."

The results kept coming. Over the years Bob has spearheaded many of the largest office and industrial transactions on the South Coast, including 1-71 S. Los Carneros for \$53 million and The Devereux Campus for \$27.5 million. In 2018, in conjunction with Paul Gamberdella and Gene Deering, he completed 16 sales and 56 leases involving more than 770,000 sq. ft. and valued at nearly \$97 million. Today Bob's record stands as having completed the most commercial transactions of any agent in Santa Barbara County, and he is also a multiple recipient of the Pacific Coast Business Times Tri-Counties "Dealmakers of the Year" award for largest lease or sale transactions.

Yet Bob, who graduated with a CPA degree at UCSB but found his true calling working as a commercial real estate broker during his senior year, believes it's not impressive numbers that matter most in this business. "I think my clients, many of whom I've formed close personal relationships with, really appreciate my unique, long-range view of the local market."

"Bob's long hours and determination have enabled him to consistently find unique opportunities for his clients to grow their portfolios," said Radius Co-Founder Steve Brown.

Bob holds a California real estate broker license. Since 1991 he has been a significant contributor to the UCSB Economic Forecast Project, serving as president and board member while providing comprehensive lease rate data and analysis on South Coast commercial property.

## NOTABLE SALES

1 & 71 S. Los Carneros Rd., Goleta (208,200 SF): \$53 Million  
6900 Devereux Wy., Goleta (169,769 SF): \$27.5 Million  
820 State St., Santa Barbara (64,979 SF): \$25.1 Million  
Cabrillo Business Park, Goleta (5 Lots), Asking Price: \$26 Million  
6410-6460 Via Real, Carpinteria (86,000 SF): \$20.1 Million  
75 Coromar Dr., Goleta (120,000 SF): \$19 Million  
2320 Bath St., Santa Barbara (43,250 SF): \$18.4 Million  
Cabrillo Business Park, Goleta (310,000 SF): \$18 Million  
6267 Carpinteria Ave., Carpinteria (50,955 SF): \$15.8 Million  
1046 Coast Village Rd., Santa Barbara (13,200 SF): \$14.5 Million  
26 Castilian Dr., Santa Barbara (75,239 SF): \$13.6 Million  
104 W. Anapamu St., Santa Barbara (40,300 SF): \$13.5 Million  
6860-6868 Cortona Dr., Goleta (90,700 SF): \$13M

## MEMBERSHIPS & ASSOCIATIONS

UCSB Economic Forecast Board of Directors, Past Chair  
Santa Barbara Trust for Historic Preservation, Board Member  
Kiwanis Club of Santa Barbara, former Officer & Board Member  
UCSB Athletic Hall of Fame, Community Award  
UCSB Men's Soccer, Assistant Coach  
AYSO — Soccer Coach in Santa Barbara

## SIGNIFICANT LEASES

101 Garden St., Santa Barbara: 197,327 SF Land  
71 S. Los Carneros Rd., Goleta: 105,000 SF Industrial/R&D (Allergan)  
389 S. Los Carneros Rd., Goleta: 70,000 SF Industrial (Hendry)  
6410-6460 Via Real, Carpinteria: 78,900 SF Office (Lynda.com)  
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)  
6382 Rose Ln., Carpinteria: 43,000 SF Industrial (Gigavac)  
5390 Overpass Rd., Goleta: 40,000 SF Industrial (Mammoth Movers)

## CLIENTS REPRESENTED

Bartlett, Pringle & Wolf, LLP  
UCSB  
Territory Ahead  
Santa Barbara Airport  
Jordano's

The Towbes Group  
Santa Barbara Cottage Hospital  
SB Home Improvement Center  
Seymour-Duncan  
City of Santa Barbara

6550 Hollister Ave., Goleta: 39,875 SF Office (SB Cottage Hospital)  
1 S. Los Carneros Rd., Goleta: 39,000 SF Office (Allergan)  
6775 Hollister Ave., Goleta: 39,000 SF R&D (Safe Laboratories)  
1 N. Calle Cesar Chavez 21-33, Santa Barbara: 37,500 SF (Calvary Chapel)  
6950 Hollister Ave., Goleta: 29,500 SF Office (Regents of UCSB)  
6385 Cindy Ln., Ste. C, Carpinteria: 28,800 SF Industrial (Procure)  
99 Aero Camino, Goleta: 25,900 SF Industrial  
928 State St., Santa Barbara: 19,000 SF Retail (Apple)

Mission Wealth  
Santa Barbara Middle School  
Montecito Bank & Trust  
Devereux  
Channel Islands YMCA