

# Austin Herlihy

Executive Vice President

805.879.9633

aherlihy@radiusgroup.com

BRE # 01518112



Austin Herlihy joined Radius in 2005. His consistency, reputation and top-performer status over the years earned him the distinction of Executive Vice President in 2017.

Austin has been one of the most productive commercial real estate agents in the region, completing over a billion dollars in total transaction value. He was the lead on the sale of the Fairmont Orchid Hotel, listed for \$150 million. He also spearheaded the high profile sale of the Hotel Californian/Entrada de Santa Barbara project, which changed the landscape of lower State Street and added further definition to the Funk Zone.

Over the last ten years, Austin has become the most productive broker for high-profile properties along State Street and Coast Village Road. His highlight transactions include 25 E. Mason St. (SONOS R&D building) \$19 million; "Sevilla" (Formerly "Chapala One") \$30.5 million; Miramar Hotel – First Trust Deed \$50 million; 740 State St. (Pinkberry & Lululemon building) \$11 million; REI Center, \$24 million; 900 State St. (Marshall's building) \$15 million; 1001 State St. (Amazon building) \$37 million; 71 S. Los Carneros, 105,000 SF Industrial building, \$28 million.

Prior to Radius, Austin served as a project manager/professional sailor for some of the most successful professional sailing teams and businessmen in the world. In 2011, Austin won the Farr 30 World Championship aboard the Groovederci. He remains active in the Santa Barbara community and completed the Santa Barbara Foundation's Katherine Harvey Fellowship program which teaches young professionals about the nonprofit community and the grant-making and fundraising processes. In addition, Austin is currently on the Board of Directors at the Santa Barbara Yacht Club and an active member of Birnam Wood Country Club.

Austin has called Santa Barbara home for the past twenty-five years and he and his wife Maggie are the proud parents of six children.

## NOTABLE SALES & LEASES

### Hotel Sales

The Fairmont Orchid, Hawaii (538 Rooms): \$150 Million  
Mason Beach Inn, Santa Barbara (35,283 SF): \$15.3 Million  
La Quinta Inn & Suites (32,166 SF): \$13.8 Million  
1964 Las Canoas Rd. (55,223 SF): \$11 Million  
Entrada de Santa Barbara (103,223 SF): \$7.95 Million

### Land Sales

1015–1025 Santa Barbara, Santa Barbara (31,363 SF): \$7.14M  
1255 Coast Village Rd., Turk Hessellund, Montecito (15,922 SF): \$3.75 Million

### Multifamily Sales

11111 Citrus Dr., Ventura (54 Units): \$14.45 Million  
2200 Briar Creek Wy., Lompoc (64 Units): \$10.3 Million  
618–620 Anacapa St., Santa Barbara (8 Units): \$10 Million  
551–555 W. Pueblo St., Santa Barbara (20 Units): \$4.28 Million  
85 N. La Cumbre Rd., Santa Barbara (10 Units): \$2.0 Million

### Office Sales

100 Innovation Dr., Santa Barbara (Office/R&D): \$104,000,000  
1001 State St., Santa Barbara (46,813 SF) \$34,000,000  
25 E. Mason St., Santa Barbara (47,411 SF): \$19,153,950

## EDUCATION

University of California, Santa Barbara

901 Olive St., Santa Barbara (39,237 SF): \$17.85 Million  
6550 Hollister Ave., Goleta (39,875 SF): \$13.95 Million  
111 E. Victoria St., Santa Barbara (18,432 SF): \$12.6 Million  
1111 Chapala St., Santa Barbara (18,822 SF): \$11.29 Million  
740 State St., Santa Barbara (21,883 SF): \$11,245,148  
5654 Carpinteria Ave., Carpinteria (51,585 SF): \$10.75 Million  
901 Olive St., Santa Barbara (18,031 SF): \$4.8 Million  
6144 Calle Real, Goleta (29,000 SF): \$4.1 Million

### Retail Sales

318 State St., Santa Barbara (55,545 SF): \$21.15 Million  
1001 State St., Santa Barbara (46,813 SF): \$18.5 Million  
1046 Coast Village Rd., Montecito (13,778 SF): \$14.5 Million  
900 State St., Santa Barbara (38,105 SF): \$14.25 Million  
1101 Coast Village Rd., Montecito (5,366 SF): \$3.58 Million  
Big Yellow House, 108 Pierpont Ave., Summerland (7,618 SF): \$1.3 Million

### Industrial Sales

71 S. Los Carneros Rd., Goleta (105,257 SF): \$24 Million  
202 Anacapa St., 102 & 111 E. Yanonali St. (20,500 SF): \$10,400,000  
4183 State St., Santa Barbara (37,507 SF): \$6,600,000

## MEMBERSHIPS & ASSOCIATIONS

Santa Barbara Yacht Club, Board of Directors | Santa Barbara, CA Birnam Wood Country Club, Member | Montecito, CA

### Office/Industrial Leasing

71 S. Los Carneros Rd., Goleta (105,257 SF)  
1001 State St., Santa Barbara (48,564 SF)  
5201 6th St., Carpinteria (26,323 SF)  
6550 Hollister Ave., Goleta (39,875 SF)  
801 Garden St., Santa Barbara (22,387 SF)  
570 Linden Ave., Carpinteria (20,000 SF)  
4183 & 4185 State St., Santa Barbara (15,674 SF)  
25 W. Anapamu St., Santa Barbara (7,828 SF) – The Walking Co.  
121 Gray Ave., Santa Barbara (5,328 SF) – Outreach Systems

### Land Leases

101 Garden St., Santa Barbara (4.5 Acres)  
3850 State St., Pepper Tree Inn, Santa Barbara (2 Acres)  
630–634 Anacapa St., Santa Barbara (.49 Acres)

### Retail Leases

900 State St., Santa Barbara (38,015 SF) – Marshall's  
7127 Hollister Ave., Goleta (21,440 SF) – National Gym  
6144 Calle Real, Ste. 101, Goleta (14,800 SF) – True Car  
1255 Coast Village Rd., Montecito (3,000 SF) – Honor Bar