

ROB ADAMS

Broker Associate, CCIM

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lic. 01344315



BROKER PROFILE

EXPERIENCE

Rob Adams has 20+ years of experience as a commercial broker and earned his CCIM designation in 2017, which has equipped him with the expertise, underwriting skills, and vision to excel in all facets of commercial and investment real estate. Rob brings thorough analysis, creative problem-solving, and persistence to every transaction. His history includes successful sales transactions in all commercial segments, including office, industrial, retail, multifamily, and hospitality. Rob also has extensive experience in lease transactions, representing landlords as well as tenants, ranging from local sole proprietors to national corporate tenants.

Adams enjoys bringing to the table his skills, values, and drive – plus his extensive relationships throughout Southern California – as he serves each client.

PROFESSIONAL TIMELINE

- 2018 - Present:** Broker Associate, Hayes Commercial Group
- 2015 - 2018:** Associate, Lee & Associates Central Coast, Santa Barbara
- 2004 - 2015:** Co-owner, Adams & Adams Development, Tucson, Arizona
- 2001 - 2004:** Associate, Radius Group Commercial, Santa Barbara

EDUCATION

University of Arizona, BA in Political Science.

AFFILIATIONS

- CCIM (Certified Commercial Investment Member), Greater Los Angeles Chapter, Board of Directors, 2019-2023; National Govt. Affairs Subcommittee, 2018-2023
- Montecito YMCA: Board of Managers (2008-Present); Board President (2010-2012); Capital Campaign (2009-Present); Volunteer of the Year (2019)
- Leadership Santa Barbara County (Class of 2003/2004)
- California Bureau of Real Estate, Licensed Broker (lic. 01344315)
- Santa Barbara Multiple Listing Service, CoStar/Loopnet

NOTABLE CLIENTS & TRANSACTIONS

Santa Barbara Public Market represented seller in \$10.25M sale of two properties totaling 24,000 SF including two businesses, and two liquor licenses

Frontier/Verizon HQ represented buyer in \$14M acquisition of 28,514 SF office space for an adaptive-reuse project, and a 25,700 SF vacant parcel for future development in Santa Barbara

29 E Cabrillo Blvd seller representation of a \$7.9M beachfront restaurant building that was complicated by ongoing litigation

309 W Quinto St represented 1031 exchange investor in a competitive multiple-offer listing for the initial purchase of, then 10-year lease to UCLA Health, and \$3.8M disposition sale of this medical office building by Cottage Hospital

America's Tire \$3.25M off-market purchase of a fully entitled vacant 1-acre parcel in Goleta

Housing Authority of Santa Barbara multiple sale transactions totaling over 35,000 SF of apartment units

6509 Sabado Tarde represented the seller in a \$6.35M sale of 18 apartment units located adjacent to UCSB campus in Isla Vista

AVIS/Budget Car Rental \$2.55M sale of a corner property in the Funk Zone at a record price/SF

Advanced Scientific Concepts represented tenant relocation to Goleta in 12,000 SF office with custom buildout including Class 10,000 cleanroom

Calient Technologies, Inc represented tenant relocation in Goleta with custom buildout including office and lab space

Wingstop represented tenant in five central coast locations including La Cumbre Plaza, Turnpike Center, Isla Vista, Lompoc and Buellton

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