ROB ADAMS

Broker Associate, CCIM

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BROKER PROFILE

EXPERIENCE

Rob Adams brings thorough analysis, creative problem-solving, and persistence to every transaction. His 18-year background as a commercial broker, residential builder, and CCIM has equipped him with expertise and vision to excel in all facets of commercial and investment real estate representation.

Adams began his commercial real estate career working directly with principal Scott Glenn in Santa Barbara, where he gained valuable experience in the local market. Rob then pursued his entrepreneurial dream in 2004, launching a residential building company in his hometown of Tucson, Arizona. Experiencing both the robust economy and the downturn that followed pushed Rob to refine his ever-growing skillset and embrace outside-the-box thinking.

Adams returned to his passion of commercial real estate in Santa Barbara in 2015, bringing his skills, values, and drive – plus extensive relationships throughout Southern California – to serve 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, National Govt. Affairs Sub-Committee-2018-2019
- ICSC (International Council of Shopping Centers), Member
- Montecito YMCA: Board of Managers (2008-Present); Board President (2010-2012); Capital Campaign (2009-Present)
- Leadership Santa Barbara County (Class of 2003/2004)

NOTABLE CLIENTS & TRANSACTIONS

America's Tire off-market purchase of a vacant parcel in Goleta that was fully entitled

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

ClearPathGPS relocation of tech company's HQ to a larger office in downtown Santa Barbara

Peoples' Self-Help Housing multiple leases representing this non-profit as the landlord

Rethink Development retail leasing for the "Marc" building, a new 89 unit apartment

Rabobank, N.A. multiple lease transactions representing the bank as the landlord

29 E Cabrillo Blvd seller representation of the former El Torito restaurant building that was complicated by on-going litigation

614 Olive St off-market Santa Barbara industrial sale representing the original owner

309 W Quinto St represented 1031 exchange investor in a competitive multiple-offer situation for this medical office building

116 N Nopal St off-market acquisition of an industrial M-1 zoned Santa Barbara property.

1205 Coast Village Rd landlord representation in the lease of Montecito bank location

2560 Lillie Ave landlord representation of a mixed-use building in Summerland.

6503 Pardall Rd represented buyer of 7-unit student housing asset in Isla Vista

6597 Trigo Rd 10-unit Isla Vista apartment in which the client completed a 1031 exchange