

ROB ADAMS

Broker Associate, CCIM

T. 805.898.4386 | M. 805.680.0923

rob@hayescommercial.com

lic. 01344315



BROKER PROFILE

EXPERIENCE

Rob Adams brings thorough analysis, creative problem-solving, and persistence to every transaction. His 20-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-present; National Govt. Affairs Subcommittee, 2018-present
- 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

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

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

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

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

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

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

200 N La Cumbre Rd represented the Santa Barbara Housing Authority in purchasing this site for future development

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

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

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

222 E. Carrillo Street, Suite 101
Santa Barbara, CA 93101

805.563.2111
HayesCommercial.com

