



205 E. Carrillo Street, Suite 100 | Santa Barbara, CA | 93101
tel: 805.965.5500 | fax: 805.965.5300 | www.radiusgroup.com



Brian Johnson

bjohnson@radiusgroup.com
Direct: 805.879.9627
DRE #: 01361925

For over seven years, Brian Johnson has specialized in the leasing and sales of commercial properties in Santa Barbara County. With over 14 years of total real estate experience, Brian brings energy to the industry that is seen through his high volume of diverse transactions. On average Brian completes approximately 60 lease and sale transactions per year.

In addition to his activities as an agent, Brian is also the General Manager of Radius. He oversees all aspects of the business, including the twelve full time agents and eight support staff.

Brian utilizes his background in economics to constantly analyze the market for clients; spotting trends, recognizing opportunities and creating successful transactions. In addition, this market knowledge assists him with the South Coast Commercial Vacancy Report that he authors for the UCSB Economic Forecast Project and Radius clients each quarter.

In a previous life, Brian developed his negotiation skills and knowledge of real estate markets by working on projects for major cellular telephone companies including AT&T and T-Mobile planning and building their networks. Brian’s experience in this field resulted in the leasing, permitting and construction of over 1,000 wireless cell sites nationwide.

PERFORMANCE RECORD

Year	Square Feet	Sales/Leasing Volume
• YTD	139,000	\$18 Million
• 2008	152,000	\$5.3 Million
• 2007	182,000	\$20 Million
Totals	434,000	\$43 Million

EXPERIENCE

RADIUS GROUP COMMERCIAL REAL ESTATE, Santa Barbara
2004 to Present, General Manager/Senior Sales Agent

PACIFICA COMMERCIAL REALTY, Santa Barbara
2002 to 2004, Agent

WIRELESS COMMUNICATIONS INDUSTRY, Nationwide
1995 to 2002 , Project Manager

EDUCATION

Auburn University, Bachelor of Science. 1989 to 1993
Major: Economics



Brian Johnson
bjohnson@radiusgroup.com
Direct: 805.879.9627
DRE #: 01361925

205 E. Carrillo Street, Suite 100 | Santa Barbara, CA | 93101
tel: 805.965.5500 | fax: 805.965.5300 | www.radiusgroup.com

CLIENTS REPRESENTED

County of Santa Barbara	MTD Santa Barbara
Carpinteria-Summerland Fire District	Business First National Bank
Cottage Hospital	SB Rape Crisis Center
Multiprobe, Inc.	Sirius Telecom
ProCore Technologies, Inc.	Cox Communications
Northwestern Mutual	United General Title
Vans, Inc.	

PROFESSIONAL AFFILIATIONS

UCSB Economic Forecast Project, Author of the Santa Barbara Commercial Vacancy Report
The California Economic Forecast, Author of bi-annual Commercial/Industrial Real Estate section
Southern California Chapter of the Appraisal Institute, Speaker
Santa Barbara City College Adult Education, Guest Lecturer
MIT Enterprise Forum of the Central Coast, Vice Chair
Radius Group South Coast Vacancy Report, Co-Author
California Real Estate Sales License, Licensed since 2002
Santa Barbara Board Of Realtors, Member since 2003
Santa Barbara Multiple Listing Service, Member since 2003