



205 E. Carrillo Street, Suite 100 | Santa Barbara, CA | 93101  
tel: 805.965.5500 | fax: 805.965.5300 | [www.radiusgroup.com](http://www.radiusgroup.com)



**Steve Golis**

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Direct: 805.879.9606

DRE#: 00772218

As a Partner and co-founder of Radius Group Commercial Real Estate, Steve has been actively involved full-time in the marketing and sales of residential income properties in the Tri Counties since 1979. During the last seven years, Steve and his group have been the overwhelming leader in apartment sales in Santa Barbara County and the Central Coast exceeding \$530,000,000. Steve lists and sells only one type of real estate: residential income. This represents over 4200 units.

Prior to being a founder of Radius this expertise made him the Highest Producing Agent in 1998, 2000, and 2001, as Former Associate Vice President of Pacifica Commercial. Prior to joining Pacifica in 1996, Steve was associated with Prudential California Realty as a Commercial Agent for 16 years. Steve's outstanding performance placed him in the esteemed Leading Edge Club, Inner Circle and President's Club. He was also on the National Advisory Council for the Commercial Services Division—one of only eighteen out of 31,000 agents nationally. He regularly attends seminars and programs which further his knowledge of the industry and its trends.

Steve is a contributing author to the UCSB Economic Forecast Project for Santa Barbara County, the greater Central California Coast, and also to the California State Economic Forecast Project. Steve is considered a reliable and essential source of crucial economic data for the UCSB Economic Forecast Project and by Dr. Mark Schneipp of the California Economic Forecast Project.

Steve has degrees in Political Science and Business. He has been a speaker at numerous affairs and has been retained by professional organizations to lecture on the apartment market. Steve also proudly sponsors The Muscular Dystrophy Association, the Family Service Agency, CASA, many local schools, the Santa Barbara Scholastic Foundation, UCSB Athletics, American Heart and Lung Associations, and many other community events. Steve has been a resident of Santa Barbara since 1974 and has a 5 year old daughter. He enjoys skiing, horses, scuba diving, and racquetball and maintains a third-degree black belt. Steve is also with the Rancheros Visitadores and the Santa Barbara Trail Riders

Steve is currently on the Boards of the:

- Community Housing Council  
(providing low income housing for residents in Santa Barbara)
- Current President of Valley Penning Association



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**MOST RECENT PROPERTY SALES BY STEVE GOLIS**

2010		
<u>AREA</u>	<u># UNITS</u>	<u>SALE PRICE</u>
Carpinteria	32	\$ 7,200,000
Isla Vista	12	\$ 2,355,000
Carpinteria	41	\$ 12,500,000

2009		
<u>AREA</u>	<u># UNITS</u>	<u>SALE PRICE</u>
Santa Barbara	18	\$ 3,600,000
Santa Barbara	6	\$ 1,850,000
Santa Barbara	15	\$ 2,140,000
Santa Barbara	12	\$ 2,193,750
Isla Vista	8	\$ 2,900,000
Santa Barbara	9	\$ 1,800,000
Goleta	9	\$ 1,800,000
Santa Barbara	7	\$ 2,000,000
Santa Barbara	5	\$ 1,300,000
Goleta	20	\$ 3,375,000
Santa Barbara	7	\$ 1,350,000
Santa Barbara	10	\$ 1,750,000
Montecito	5	\$ 1,200,000
Isla Vista	12	\$ 1,650,000

2008		
<u>AREA</u>	<u># UNITS</u>	<u>SALE PRICE</u>
Goleta	38	\$ 4,875,000
Ojai	16	\$ 1,915,000
Ventura	7	\$ 1,060,000
Santa Paula	24	\$ 2,500,000
Lompoc	6	\$ 570,000
Lompoc	9	\$ 765,000
Isla Vista	4	\$ 1,675,000
Isla Vista	4	\$ 1,675,000
Isla Vista	4	\$ 1,675,000
Isla Vista	4	\$ 1,675,000
Fillmore	16	\$ 1,815,000
	132	\$ 20,200,000



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<u>AREA</u>	<u>2007 # UNITS</u>	<u>SALE PRICE</u>
Lompoc	40	\$ 7,100,000
Santa Barbara	37	\$ 8,200,000
Lompoc	6	\$ 629,900
Santa Barbara	2	\$ 865,000
Solvang	Commercial	\$ 3,700,000
Santa Barbara	5	\$ 3,450,000
San Luis Obispo	Commercial	\$ 6,975,000
Vandenburg Village	14	\$ 1,800,000
Goleta	53	\$ 11,100,000
Goleta	14	\$ 2,650,000
Oxnard	20	\$ 3,450,000
Goleta	14	\$ 2,650,000
Goleta	10	\$ 1,880,000
Goleta	10	\$ 1,880,000
Goleta	10	\$ 1,880,000
Goleta	10	\$ 1,880,000
Goleta	14	\$ 3,200,000
Santa Barbara	7	\$ 1,749,000
Lompoc	Commercial	\$ 525,000
Lompoc	Commercial	\$ 525,000
Santa Barbara	7	\$ 1,749,000
Santa Maria	22	\$ 1,567,549
Lompoc	4	\$ 619,900
Santa Barbara	3	\$ 3,100,000
Santa Barbara	2	\$ 1,350,000
Santa Barbara	2	\$ 1,350,000
Grover Beach	Commercial	\$ 995,000
Santa Barbara	49	\$ 11,770,313
Santa Barbara	29	\$ 7,695,000
Lompoc	Land	\$ 580,000
Solvang	29	\$ 3,850,000
Solvang	29	\$ 3,850,000
	<b>442</b>	<b>\$ 104,565.662</b>



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	<b>2006</b>		
<b><u>AREA</u></b>	<b><u># UNITS</u></b>	<b><u>SALE PRICE</u></b>	
Goleta	238	\$	57,100,000
Santa Barbara	26	\$	6,045,000
Goleta	52	\$	15,000,000
Solvang	8	\$	2,050,000
Santa Barbara	74	\$	13,950,000
Santa Barbara	74	\$	13,950,000
Santa Maria	601	\$	2,750,000
Santa Maria	601	\$	2,750,000
Goleta	SFR	\$	850,000
Goleta	208,200SF		undisclosed
Grover Beach	8	\$	1,345,000
Santa Barbara	6	\$	1,425,000
Santa Barbara	6	\$	1,425,000
Santa Barbara	13	\$	3,300,000
Santa Barbara	4	\$	1,995,000
Santa Barbara	4	\$	1,995,000
Goleta	55	\$	10,225,000
Goleta	55	\$	10,225,000
Goleta	9	\$	1,801,000
Lompoc	4	\$	600,000
Nipomo	4	\$	575,000
Santa Barbara	7	\$	1,400,000
Lompoc	13,250 SF	\$	1,080,000
Santa Barbara	4,500 SF	\$	2,750,000
	1849	\$	154,586,000

	<b>2005</b>		
<b><u>AREA</u></b>	<b><u># UNITS</u></b>	<b><u>SALE PRICE</u></b>	
Lompoc	48	\$	3,600,000
Lompoc	48	\$	3,600,000
Santa Barbara	16	\$	3,495,000
Santa Barbara	16	\$	3,495,000
Santa Barbara	7	\$	1,935,000
Santa Barbara	7	\$	1,550,000
Santa Barbara	14	\$	2,675,000
Santa Barbara	14	\$	2,675,000
Lompoc	Comm	\$	3,250,000
Santa Maria	11	\$	1,500,000
Santa Maria	48	\$	4,500,000
Santa Maria	48	\$	4,500,000
Santa Maria	14	\$	1,895,000



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Santa Maria	6	\$	970,000
Santa Barbara	4	\$	1,725,000
Montecio	14	\$	4,250,000
Montecio	14	\$	4,250,000
Solvang	29	\$	3,330,000
Santa Maria	112	\$	8,600,000
Santa Maria	112	\$	8,600,000
Santa Barbara	4	\$	1,725,000
Santa Barbara	8	\$	1,800,000
Santa Barbara	8	\$	1,800,000
Goleta	House	\$	2,400,000
Goleta	House	\$	2,400,000
Goleta	4	\$	1,535,000
Santa Barbara	4	\$	1,300,000

610 \$ 83,355,000

**2004**

<u>AREA</u>	<u># UNITS</u>		<u>SALE PRICE</u>
Oxnard	20	\$	3,065,000
Carpinteria	5	\$	1,895,000
Ojai	10	\$	1,649,000
San Luis Obispo	49	\$	6,750,000
Goleta	4	\$	1,559,000
Santa Barbara	Comm	\$	1,420,000
Goleta	4	\$	1,529,000
Lompoc	42	\$	4,275,000
Santa Maria	6	\$	725,000
Grover Beach	Mixed	\$	1,375,000
Santa Barbara	4	\$	1,490,000
Goleta	14	\$	2,460,000
Goleta	14	\$	2,460,000
Santa Maria	9	\$	1,160,000
Solvang	12	\$	2,000,000
Santa Maria	7	\$	800,000
Santa Maria	Comm	\$	3,150,000
Goleta	4	\$	1,525,000
Port Hueneme	4	\$	1,100,000
Santa Barbara	Comm	\$	12,700,000
Port Hueneme	8	\$	1,350,000
Santa Maria	65	\$	5,875,000
Santa Maria	65	\$	5,875,000
Ventura	90	\$	15,300,000
Lompoc	40	\$	5,275,000
Santa Barbara	11	\$	2,262,500
Santa Barbara	11	\$	2,262,500



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Solvang	15	\$	2,400,000
SLO	12	\$	2,025,000
Lompoc	12	\$	1,315,000
Santa Ynez	Comm	\$	1,100,000
Santa Ynez	Comm	\$	1,100,000
Goleta	14	\$	2,150,000
Goleta	6	\$	1,550,000
Santa Barbara	18	\$	2,500,000
Santa Barbara	18	\$	2,500,000
	593		\$107,927,000

<u>AREA</u>	<u>2003</u> <u># UNITS</u>		<u>SALE PRICE</u>
Santa Barbara	0	\$	512,500
Santa Barbara	9	\$	1,510,000
Santa Barbara	4	\$	1,149,000
Santa Maria	Comm	\$	5,125,000
Santa Barbara	6	\$	1,264,000
Santa Barbara	17	\$	2,325,000
Lompoc Valley	94	\$	8,000,000
Oxnard	20	\$	2,600,000
Oxnard	20	\$	2,600,000
Santa Barbara	3	\$	1,150,000
Lompoc Valley	24	\$	1,800,000
Lompoc Valley	18	\$	1,400,000
Santa Ynez Valley	1	\$	405,000
Santa Barbara	3	\$	1,000,000
Santa Barbara	3	\$	935,000
Ventura	26	\$	2,850,000
Santa Barbara	22	\$	2,850,000
Santa Barbara	22	\$	2,850,000
Santa Barbara	9	\$	1,425,000
Santa Barbara	12	\$	2,398,000
Santa Barbara	16	\$	2,953,000
Santa Barbara	16	\$	2,953,000
Santa Barbara	3	\$	995,000
Santa Barbara	14	\$	2,150,000
	362	\$	53,199,500