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**Scott Glenn, Principal**

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Scott has been a leading producer in the Santa Barbara commercial real estate field for 22 years and is one of the four principals at Radius Group. He helps his clients achieve their financial goals by implementing a personalized, consultative, and analysis-based approach. Scott has leased or sold over \$354,000,000 in local transactions including 75 deals just on State St.

**RADIUS COMMERCIAL REAL ESTATE, Santa Barbara, 2002 - present**

*Principal*

Specialties:

- #1 Broker of CBD Office, Industrial, Retail & Land properties
- Bank Owned/REO property representation
- Properties requiring Land Use analysis
- Foreclosure/Distress properties
- Pre-borrowing Loan Analysis
- Analytics & Broker Option of Value analyses
- Commercial Land, Development & Re-development Projects
- Web-based Transaction Management

**EDUCATION**

Golden Gate University

Masters in Business Administration (MBA) (Honors)

California State University, Long Beach

Bachelors Degree in Marketing (BS) (Cum Laude)

**PERSONAL**

Married 20 years.

Lived in Santa Barbara since 1961. Graduate of San Marcos High School

Earlier Occupations Include: CEO Rehabilitation Institute of SB (a 50-bed

spinal cord injury and stroke hospital (1976-1988), College Lecturer in Business Administration, Sales & Retail Management.