



Winfield Shiras IV

First Vice President



Professional Experience

CAREER SUMMARY

Winfield Shiras has been exclusively involved in Commercial Real Estate for the past twenty (20) years and has been a member of the DAUM Team for the past eighteen (18) years. By focusing on the Santa Barbara, San Luis Obispo, and Ventura Commercial Markets, Mr. Shiras has been very successful as a broker representing clients in both lease and sale transactions. He has also acted as a permit/occupancy facilitator, educating out-of-area buyers and lessees regarding various City/County requirements concerning zoning, permitting, and occupancy. Winfield sold the ROSS Dress For Less (Leased Investment Property) in Lompoc to an investor in 2008. He facilitated the largest office lease transaction in 2001 in Ventura County - 60,000 SF to Child Development Resources - for a ten-year term. Also in 2001, Winfield sold the Santa Ventura Movie Studios (Erin Brockovich, Mike Hammer, and Air America) to an investor as well as facilitated a fifteen-year lease to Brooks Institute enabling this world-class photography school to add video and movie production to its curriculum. The sale of the obsolete Santa Barbara Bekins Storage Building (built in 1926) and conversion to photography suites allowed Brooks Institute to greatly expand its Photography School in 2000. In 1995, Winfield assembled and sold four parcels of land in Goleta to the United States Postal service resulting in the largest single story industrial-distribution building (260,000 SF) built to date in Santa Barbara County.

SPECIALIZATION

Office and Industrial Lease, Sale, and Investment Transactions
Tenant Representation and Corporate Services
Sale and Conversion of Older, Obsolete Buildings
Land Sales and Development
Sale and Lease Negotiator
Permit and Occupancy Facilitator
Market Analysis
Feasibility Study Development
Industrial Development
Business Opportunity Sales

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Major Client List

ROSS Dress For Less

Child Development Resources

Santa Ventura Movie Studios

Brooks Institute

United States Postal Service