

Winfield Shiras

Executive Vice President

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
Business Opportunity Sales

Career Summary:

Winfield Shiras has been exclusively involved in Commercial Real Estate for the past nineteen (19) years and has been a member of the DAUM Team for the past seventeen (17) 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.

Special Capabilities:

Sale and Lease Negotiator
Permit and Occupancy Facilitator
Market Analysis
Feasibility Study Development
Industrial Development
Business Opportunity Sales



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ONCOR INTERNATIONAL

Awards and Honors:

Presidents Club 2005 – DAUM
Presidents Club 2004 – DAUM
Presidents Club 2003 – DAUM
Presidents Club 2001 – DAUM
Presidents Club 2000 - DAUM
Presidents Club 1997 - DAUM
Presidents Club 1995 – DAUM

Professional Background:

DAUM Commercial Real Estate Services 1991-Present
Santa Barbara/Ventura/San Luis Obispo Counties
Position – Executive Vice President

Steve Schmidt & Company Commercial Division 1989-1991
Commercial/Industrial Sales & Leasing
Santa Barbara County

Affiliations:

Member of Oncor International
Member of the American Industrial Real Estate Association (AIR)
Member Santa Barbara Multiple Listing Service
Member Pismo Coast-Santa Maria-San Luis Obispo-Paso Robles
Multiple Listing Service
Member Fresno Multiple Listing Service
Member Lompoc Multiple Listing Service
Santa Barbara Chamber of Commerce

Education:

High School: Cate School, Carpinteria, California
Bachelor of Arts, Physics: University of California, Santa Barbara
Numerous Real Estate continuing education courses and seminars