

Robert Rauchhaus

Commercial Real Estate



Robert Rauchhaus


**BERKSHIRE
HATHAWAY**
COMMERCIAL DIVISION

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Experience

Robert is a licensed real estate broker who advises and represents clients in the acquisition, disposition, and leasing of commercial real estate. He has extensive experience in M&A advisory/business brokering, and has developed an expertise in selling combined business/real estate asset transactions, especially hotels. Robert has represented clients in multiple real estate asset classes, including hospitality, retail, industrial, office, medical, multifamily, student housing, assisted living, ranch, agriculture, and raw land. He has worked with clients in a variety of industries including retail, manufacturing, construction, defense-aerospace, energy, telecom, entertainment, food, transportation, wineries, agriculture, assisted living/senior care, and hospitality.

Robert's work experience includes management consultant with McKinsey & Company, real estate brokering with Radius Group Commercial Real Estate, and M&A advisory/business brokering with First Principle. In addition to his work in the private sector, he has held academic appointments at Princeton, UC Santa Barbara and the National Defense University. Robert earned his BA, MA, and PhD in political science from UC Berkeley, where he applied statistics and game theory to bargaining and conflict management. While in college, he served as an Infantryman in the Army National Guard.

Notable Transactions

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|------------------------|---|
| \$21 Million + | Hotel, Santa Barbara Business/Real Estate Sale |
| \$7.5 Million + | Agriculture, Carpinteria (30+ acres) Real Estate Sale |
| 25,000 SF + | Grocery Store, Central Coast Lease |
| \$18 Million + | Multifamily, Studio City Real Estate Sale |
| \$2.5 Million + | SoCal Manufacturing Company Business Sale |
| \$3.5 Million + | 10 Units, Santa Barbara Real Estate Sale |
| \$6 Million + | Hotel, Central Coast Business & Real Estate Sale |
| \$1.5 Million + | Duplex, Santa Barbara Real Estate Sale |
| 15,000 SF + | Industrial Lease, Goleta Lease |