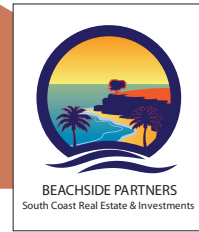


SBRPA's Business Partners



August's Featured Partner: Beachside Partners



Introducing SBRPA Business Partners. This is a special member group created for our Vendors and Suppliers. You get a free listing in the Business Partner Directory on our website, and your page will include a description of your business, your logo and contact information, as well as a link to your own website, LinkedIn/Facebook URLs and Twitter/Instagram handles. See our ad on page xx for details. We will also highlight our Business Partners in our monthly magazine.



BEACHSIDE PARTNERS
SANTA BARBARA & VENTURA REAL ESTATE INVESTMENTS

Beachside Partners: Multi-Family Advisors

Santa Barbara based real estate brokerage Beachside Partners offers multi-family advisory services to Buyers and Sellers of investment properties in the tri-counties. Beachside Partners features 5 full time agents and has built a reputation for hard work, market knowledge and a commitment to the details of each and every deal.



Jon Standing

After a successful 7-year run working for 2 large real estate firms UCSB alum Jonathan Standing formed Beachside Partners in 2015 with the goal of creating a boutique commercial real estate brokerage specializing in apartment building sales. Focusing on

building long term client relationships and successful outcomes for his clients rather than short term gain for himself allowed him to build a solid and loyal client base. In addition to brokering deals Standing formed a partnership through which he acquired and then managed several value add rental properties in Santa Barbara and Isla Vista.



Nick Henry

In an effort to expand the geographic reach of the company Nick Henry was added as partner in 2017 bringing along his top production of Ventura County apartment building sales. Nick owns several rental properties himself and has a number of clients he has assisted in buying or selling buildings between 2 and 50 units. With a combined production of over 250 closed transactions over the last 10 years Jon and Nick have become known among the local leaders in multi-family brokerage.



Lori Zahn

Over the last 2 years Beachside has been able to expand by adding well respected real estate industry veteran and SBRPA board member Lori Zahn along with up and coming hard working agents John Koskinen and Ian Humphrey.

In the first 7 months of 2021 the company has closed 23 transactions totaling \$51 Million and has \$41 Million in pending/active listings. This comes after a strong year in 2020 in which the company closed on 197 units in 28 transactions despite great uncertainty during the height of COVID.



Jon and family at home

Apart from real estate Nick and Jon share similar values in terms of making time for family and enjoying the benefits of living in such a beautiful place as Santa Barbara. With 5 sons under the age of 8 between the 2 of them and each of their youngest having been born on the same day they share a deep commitment to family and hope to pass the passion for real estate on to the next generation.

Jon is an avid golfer and a board member of Coastal Housing Coalition as well as Santa Barbara Young Professional Club Foundation.



Nick Henry and family on a hiking trip

Nick enjoys spending his free time surfing, mountain biking and being active with his wife and 3 boys.

From our Clients . . .

"Jon Standring & Nick Henry of Beachside Partners did an incredible job in representing our family when we were ready to sell our 28 unit apartment building in Santa Barbara. We had interviewed a number of commercial real estate agencies, both large and small, and we decided on Jon & Nick. They both have integrity, transparency and are very diligent and focused. They kept us abreast of every step of the process, always contacting the family, which made the process so easy for us. We were able to deal with either Jon or Nick directly, never an assistant. Our family highly recommends Jon & Nick of Beachside Partners."

– LIM FAMILY TRUST

"As a real estate investor, I have bought and sold many multi-unit properties over the past 30 years and Jon Standring is by far the best agent

I've ever worked with. Jon is diligent about finding investment opportunities. He is also a masterful negotiator and problem solver with great attention to detail. Jon is available 24/7 and continues to work with his clients well beyond closing to ensure that all parties are happy. Whether you are buying or selling a property, I highly recommend Jon Standring."

– G&L SMYTHE

"Beachside Partners and Lori Zahn did a great job in locating and negotiating a deal on an off market acquisition for my group and behaved professionally and timely on all matter related to the transaction. I am thankful for their participation in the deal and look forward to the next one. They made themselves available 24/7 and have a passion for ensuring their clients get what they need in a real estate transaction."

– STEVE HEIMLER