

SUMMARY

Market Change

Compared to 2016

Sales Transactions	▼	DOWN
Sales \$ Volume	▲	UP
Lease Transactions	▼	DOWN
Lease \$ Volume	▼	DOWN
Lease Rates	▼	DOWN
Net Absorption	▼	NEGATIVE
Vacancy	▲	UP

Change values are for all commercial property types since 1/1/2017.

Highlights

- Propelled by office transactions, commercial sales dollar volume at midyear outpaced the prior 5-year average by 18%.
- Office vacancy in Goleta decreased to 9.3%, the lowest level in 8 years. Santa Barbara vacancy is above 5% despite active leasing.
- Santa Barbara's available retail space nearly doubled with the departure of Macy's and unprecedented vacancy on State Street.
- Industrial vacancy increased as 91,352 sf was vacated by Channel Technologies Group.

COMMERCIAL SALES

Strong demand helped commercial sales maintain momentum on the South Coast through the midpoint of 2017. Excluding hotels, South Coast commercial sales dollar volume at midyear was 18% higher than the midyear average for the five prior years. At the same time, the number of commercial sales decreased a modest 6% versus the prior 5-year average. Office sales rebounded from a down year in 2016, while industrial and retail sales were well below their trend lines.

Investor purchases represented the bulk of the transaction volume. In Goleta, the 105,257 sf Allergan building at 71 S Los Carneros Rd traded for \$23.5 million, and the 75,239 sf office building at 26 Castilian Dr sold for \$13.6 million, both purchased by local investors. In Santa Barbara, the 18,472 sf Trader Joe's building at 3025 De La Vina St went to an out-of-area portfolio for \$12.5 million, while the office floors of the Granada Tower at 1216 State St sold for \$8.6 million to a local investor.

Owner-user buyers comprised 35% of South Coast transactions through midyear, a ratio consistent with recent years. Most prominent of these, LinkedIn/Microsoft purchased the 57,676 sf office building at 1000 Mark Ave in Carpinteria for its own use. In Santa Barbara, the Daily Grind purchased the coffee shop location they have long occupied at the corner of De La Vina and Mission streets.

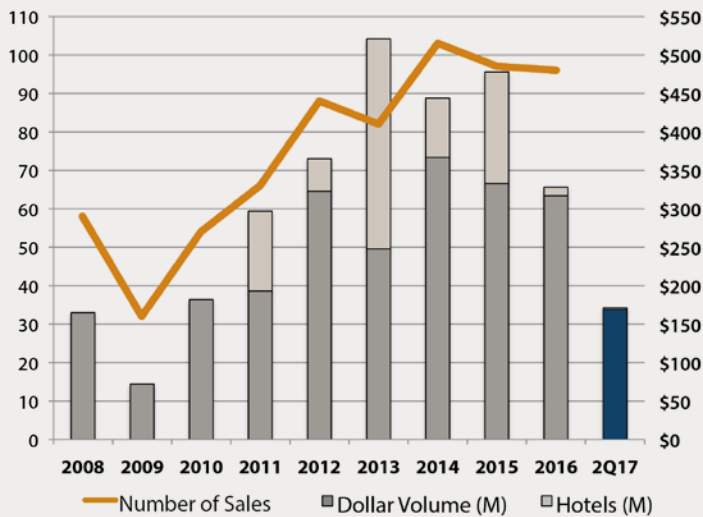
Most owner-users need financing, and the gradual rise of interest rates does not appear to be chasing this buyer type from the market.

Office property has been the South Coast's most active sector with 19 sales valued at \$108 million to date, the highest midyear count and volume in three years. Capitalization rates for office property have held steady for the past two years, with most Santa Barbara property in the 4.5% to 5.5% cap range, while Goleta and Carpinteria property has traded in the 6% to 7% range. The number of office/medical properties for sale in Santa Barbara was cut in half during the first quarter, which has contributed to a decrease in sales that is expected to continue in the short term.

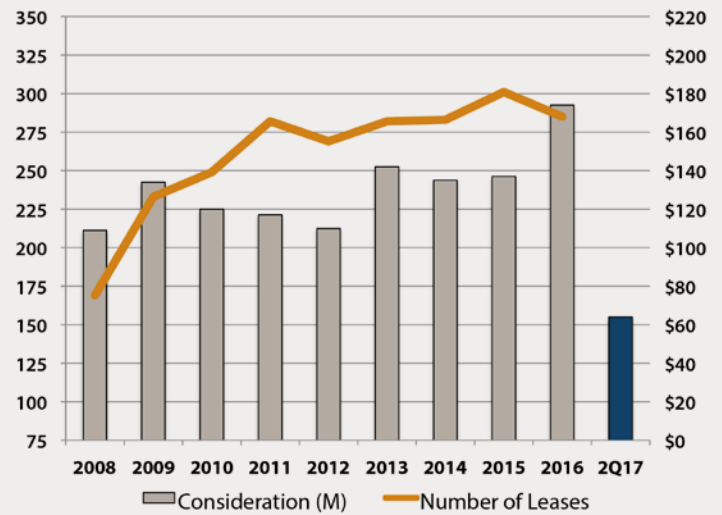
In the wake of very high volume last year, both retail and industrial sales have slowed dramatically so far in 2017. There have been no transactions of either type to date in Goleta or Carpinteria, and activity in Santa Barbara is tracking far below typical levels. It appears the high concentration of deals in 2016 has temporarily depleted demand. While industrial sales activity is very difficult to predict due to perennially low inventory, we do anticipate a rebound in retail sales in the second half of 2017.

Looking ahead, the fundamentals for commercial sales look strong. The number of commercial properties for sale

South Coast Sales



South Coast Leases



on the South Coast has decreased 34% since the peak of the cycle two years ago. During that time, the number and dollar volume of sales has held strong and steady, as off-market transactions have helped compensate for the decreased inventory. To date this year, 40% of the sales have been off-market transactions, and we expect that trend to continue in the months ahead.

OFFICE LEASING

After a relatively subdued first quarter, office leasing roared back to life in the second, producing one of the most active quarters on record for the South Coast. However, all of the activity took place in Goleta and Santa Barbara, while Carpinteria – for the second straight quarter – produced no office transactions.

In Santa Barbara, the second quarter yielded the highest volume of square footage leased since Q1 2015. Even with that activity, the vacancy rate is above 5% for the first time in three years. The availability of the 18,792 sf rebuilt buildings at 530 Chapala St and 25 W Cota St is one factor pushing up the vacancy rate. The other is Montecito, which currently has 130% more office space available than a year ago. However, current lease negotiations are expected to bring the vacancy rate back below 5% by

the end of the third quarter. To date, renewals accounted for 36% of the square footage leased, including 25,560 sf renewed at 520 E Montecito St by Tri Counties Regional Center. LogicMonitor expanded its downtown footprint by 50%, leasing 12,192 sf on two floors at 820 State St for its new headquarters. Including the 8,474 sf they already occupy on the fifth floor, LogicMonitor now holds 20,666 sf in one of State Street's most prominent buildings. Achieved rents have increased 4% since 2014, not quite keeping pace with inflation. Asking rates have increased 6.3% in the same period.

Thanks to improved tenant demand, Goleta's office vacancy rate has contracted to 9.3%, the lowest rate since 2008. The second quarter produced the highest quarterly volume of square footage leased in four years. This was largely due to the sublease of the 105,257 sf Allergan building at 71 S Los Carneros Rd by Apel Sciences for its headquarters. Another growing company moving to Goleta is TrackR, which leased 24,470 sf at 7410 Hollister Ave. Renewals represented 32% of square footage leased to date, including 18,450 sf at 130 Robin Hill Rd renewed by AECOM and 12,624 sf at 485 Pine Ave exercised by SoraaLaser. While the new tide of demand is welcome, there remains a large number of spaces that have proven difficult to lease. In fact, about half of the

OFFICE

Vacancy	7.2%
Available Space	▼ DOWN
Gross Absorption	▲ UP
Asking Rates	▲ UP
Achieved Rates	▼ DOWN

Summary for the entire South Coast.
Change indicators are since 1/1/2017.

currently available space was available a year ago. The vacancy rate is expected to remain below 10% in the near future, but there seems a very long way to go to return to the pre-recession, sub-6% vacancy rate.

There have been no office lease transactions in Carpinteria to date in 2017

and only two in the past 12 months. During the past 12 months, the vacancy rate has increased eightfold to 6.7%, the highest rate in four years. The largest availabilities are 19,131 sf at 1001 Mark Ave and 8,648 sf at 1145 Eugenia Pl. The bluff-top office buildings on Carpinteria Avenue are fully leased. While the recent lack of leasing and increased vacancy appears bleak, it is a reasonable cyclical lull following two years of unprecedented leasing activity. That activity – driven primarily by Procore and LinkedIn – has raised both the profile of Carpinteria office property and landlords' expected rent. Unlike Santa Barbara and Goleta, Carpinteria's average asking rate (inflation adjusted) is significantly higher today than it was 10 years ago, before the recession.

RETAIL LEASING

Retail leasing is in a slump, especially on the downtown State Street corridor, which has become a matter of widespread concern in the community with the unprecedented number of "for lease" signs along Santa Barbara's central retail strip. Santa Barbara has undergone a 99% expansion of available space in the past six months, owing primarily to Macy's closure of its 141,000 sf downtown location. Brokers report that leasing throughout the area has been slow, and the numbers support this: South Coast gross absorption at midyear is 42% lower than the prior 5-year average for the same period. Goleta's vacancy rate remains low at 2.2%, including the 30,147 sf Sports Authority space

in Camino Real Marketplace which has been on the market for nine months.

Santa Barbara reached a very lean vacancy rate of 1.9% at the end of last year. Since then, a rash of availability – including the Macy's space at Paseo Nuevo – has ballooned the rate to 3.7%. There are 17 available storefronts on the 600 to 1000 blocks of State Street, up from nine at year-end and the highest count in at least 10 years (which obviously covers the entire recession). Conditions on State Street have been the subject of public attention to a degree not seen in decades. A series of meetings involving city and police officials, property owners, tenants, commercial brokers, and social workers have explored a range of concerns and proposed solutions to help revitalize the downtown retail corridor. While there is general agreement that State Street has lost stature and appeal as a retail destination in recent years, there remains lack of consensus regarding what remedies to pursue. Meanwhile, farther up State Street, La Cumbre Plaza continues its own struggle as available space has grown to 35,689 sf.

The news isn't all bad in Santa Barbara, though. Aside from the Macy's space, Paseo Nuevo mall is reported to be fully leased. Tenants have been signing leases downtown: Hayashida & Associates leased 319 Anacapa St next to REI, Perfume Plus Outlet leased 911.5 State St, and Just Play Music is moving up to the former Goorin Hats space at 802 State St. The 1200 block is getting a new cocktail concept at 1226 State St from the proprietors of the Sportsman, and a retro, generically-named Barber Shop at 1223 State St. New downtown restaurants include Finney's Crafthouse & Kitchen coming to the Californian at 35 State St and Basil's in the former Arch Rock space at 608 Anacapa St, and uptown

RETAIL

Vacancy	3.3%
Available Space	▲ UP
Gross Absorption	▼ DOWN
Asking Rates	▲ UP
Achieved Rates	▼ DOWN

Summary for the entire South Coast.
Change indicators are since 1/1/2017.

at La Cumbre Plaza, Islands Burger will take over the former Marmalade Café space. Availability in the Funk Zone remains limited, with three spaces totaling 11,288 sf looking for tenants.

What's next? In the near term, market forces should apply some corrective pressure in response to State Street's unprecedented supply of retail space, most likely in the form of lower rents or lease concessions by landlords. We expect it to get better before it gets worse, but it will still be bad. Looking long term, the factors we have enumerated in recent years that are creating headwind for retail on State Street – online retail, the rise of the Funk Zone, homelessness, generational shifts in consumption, etc. – are all still in effect. What happens next in the Macy's space is primarily up to Macy's, but the surrounding blocks are ripe for some coordinated reinvention, and that project that rests in the hands of property owners, the city, and the local community.

INDUSTRIAL LEASING

The South Coast's industrial vacancy rate is 1.8% which, believe it or not, is its highest level since early 2015. The average achieved rental rate to date has increased 18% compared to 2016, due to a handful of high-rent leases in downtown Santa Barbara.

In Santa Barbara, industrial gross absorption is up 14% compared to last year on an annualized basis. The leases have been traditional industrial space uses, such as storage, construction materials, and automotive tenants. They aren't all paying "traditional" rents, however. Limited supply has placed upward pressure on rates, and three of the leases traded above \$2.50 psf gross, which is getting close to a typical rent for office space. The largest signing on the South Coast to date was A-American Storage's renewal of 34,320 sf at 1 N Calle Cesar Chavez. The biggest availability

is an 11,683 sf space in the same complex. The other available spaces are in the Haley/Gutierrez area, and there is no industrial space currently for lease in the Funk Zone.

In Goleta, all the action is apparently on Ward Drive. Available space in Goleta jumped 62% in the second quarter as Channel Technologies Group vacated 91,352 sf at 839-879 Ward Dr. Gavial Holdings (equipment engineering & manufacturing) leased 26,467 sf in the complex before the Channel Technologies spaces even hit the market. Just down the street at 600 Ward Dr, Next Energy Technologies (energy-producing windows) leased 17,600 sf, the second largest Goleta lease to date. And further down the street, Arthrex (arthroscopic surgery devices) renewed 13,532 sf at 460 Ward Dr.

Carpinteria is still in a phase of scarcity with only one space available. The lack of inventory has constricted leasing activity. Four of the five signings to date in 2017 have been renewals, the largest of which was International Sports Sciences Association's renewal of 9,699 sf at 1019 Mark Ave.

There continue to be few options for industrial tenants looking for space, a situation unlikely to change in the next year or so. Beyond that, there are some new industrial projects on the horizon in the Goleta market: one in Cabrillo Business Park, one on Santa Barbara City land at the airport, and a third in Old Town Goleta. For a metro area that has seen almost no delivery of new industrial space in the past 10 years, this is a welcome development.

INDUSTRIAL

Vacancy	1.5%
Available Space	▲ UP
Gross Absorption	▼ DOWN
Asking Rates	▲ UP
Achieved Rates	▲ UP

Summary for the entire South Coast.
Change indicators are since 1/1/2017.

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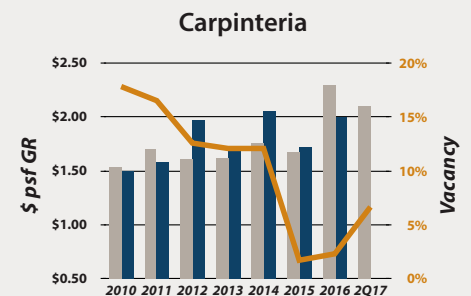
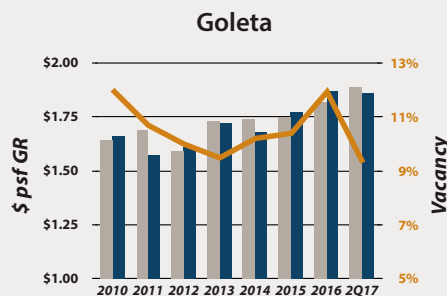
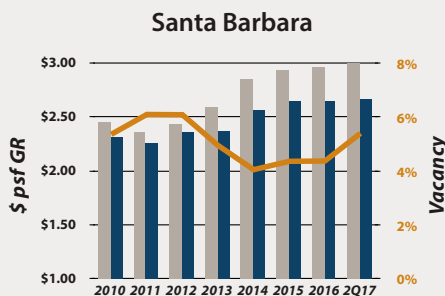
OFFICE LEASING

Market	Available	Change*	Gross Absorption	Change*	Asking Rate	Change*	Achieved Rate	Change*
Santa Barbara	271,986	23.5%	188,945	13.0%	\$3.03	2.5%	\$2.66	0.2%
Goleta	422,826	-22.0%	251,752	67.5%	\$1.89	3.8%	\$1.86	-0.6%
Carpinteria	42,398	186.0%	0	-100.0%	\$2.10	-8.1%	n/a	n/a
Totals	737,210	-5.2%	440,697	15.4%	\$2.32	8.0%	\$2.20	-3.6%

* Since 1/1/2017. Average rate totals are weighted by square footage.

Office Vacancy vs. Achieved & Asking Rates

— Vacancy Rate ■ Asking Rate ■ Achieved Rate



2017 Office Leases of Note



520 E Montecito St, Santa Barbara
25,560 sf – Tri Co. Regional Center



7410 Hollister Ave, Goleta
24,470 sf – TrackR



71 S Los Carneros Rd, Goleta
105,257 sf – Apeel Technology



130 Robin Hill Rd, Goleta
16,112 sf – AECOM

Largest Available Spaces

- 70 Castilian Dr, Goleta**
86,246 sf in Castilian Tech Ctr
- 301 Mentor Dr, Goleta**
70,282 sf in Mentor building
- 175 Cremona Dr, Goleta**
51,167 sf KSI space
- 6300 Hollister Ave, Goleta**
30,573 sf Wyatt space
- 434 S Patterson Ave, Goleta**
20,000 sf by Cottage Hospital
- 530 Chapala St, Santa Barbara**
18,792 sf Sonos sublease
- 7410 Hollister Ave, Goleta**
14,500 sf in Citrix building
- 147 Castilian Dr, Goleta**
14,255 sf at Hollister & Los Carneros
- 5540 Ekwil St, Goleta**
14,000 sf in Santa Barbara Tech Ctr

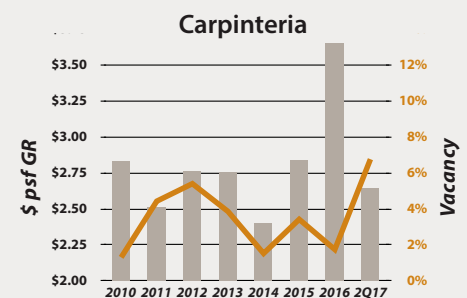
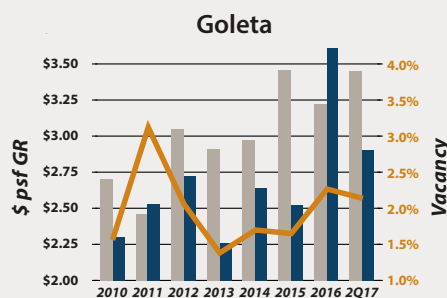
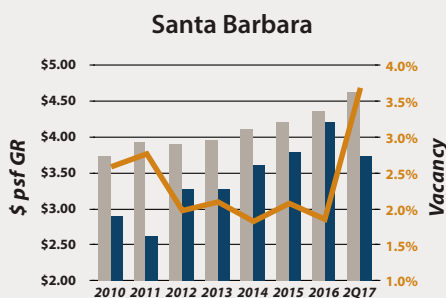
RETAIL LEASING

Market	Available	Change*	Gross Absorption	Change*	Asking Rate	Change*	Achieved Rate	Change*
Santa Barbara	387,989	98.6%	57,485	-40.4%	\$4.62	5.9%	\$3.73	-11.1%
Goleta	86,059	-5.9%	11,806	-33.7%	\$3.45	7.4%	\$2.90	-19.8%
Carpinteria	24,840	287.3%	5,460	-28.4%	\$2.64	-27.8%	\$2.58	-7.9%
Totals	498,888	70.1%	74,751	-38.7%	\$4.32	8.3%	\$3.51	-12.7%

* Since 1/1/2017. Average rate totals are weighted by square footage.

Retail Vacancy vs. Achieved & Asking Rates

— Vacancy Rate ■ Asking Rate ■ Achieved Rate



2017 Retail Leases of Note



319 Anacapa St, Santa Barbara
8,534 sf – Hayashida & Associates



506 Chapala St, Santa Barbara
3,678 sf – Data Hardware Depot



911.5 State St, Santa Barbara
2,450 sf – Perfume Plus Outlet



802 State St, Santa Barbara
1,302 sf – Just Play Music

Notable Available Spaces

- Paseo Nuevo, Santa Barbara**
141,000 sf former Macy's
- La Cumbre Plaza, Santa Barbara**
34,626 sf various spaces
- 7035 Marketplace Dr, Goleta**
30,147 sf former Sports Authority
- 187 S Turnpike Rd, Santa Barbara**
22,326 sf in Turnpike Shopping Center
- 32 W Carrillo St**
10,026 sf former Greyhound site
- 29 N Milpas St, Santa Barbara**
10,008 sf former Trader Joe's
- 733 State St, Santa Barbara**
6,148 sf former American Apparel
- 1187 Coast Village Rd, Montecito**
5,479 sf various at Coast Village Plaza
- 120 State St, Santa Barbara**
2,144 sf in The Californian

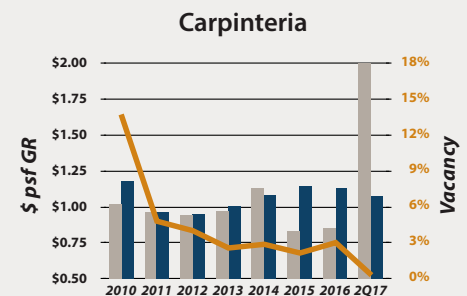
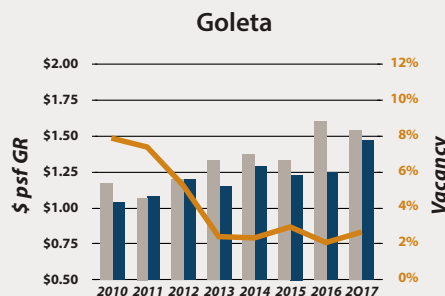
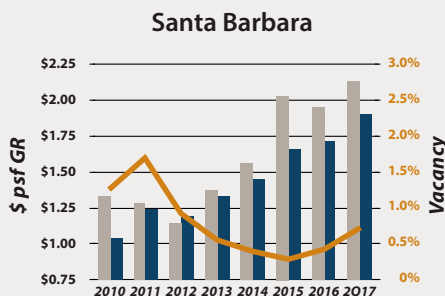
INDUSTRIAL LEASING

Market	Available	Change*	Gross Absorption	Change*	Asking Rate	Change*	Achieved Rate	Change*
Santa Barbara	35,217	72.3%	62,550	14.3%	\$2.13	9.3%	\$1.90	11.5%
Goleta	113,409	27.9%	110,232	-13.1%	\$1.54	-3.9%	\$1.47	17.7%
Carpinteria	4,200	-89.6%	34,217	-59.4%	\$2.02	137.6%	\$1.07	-5.0%
Totals	152,826	2.2%	206,999	-22.2%	\$1.68	0.8%	\$1.53	17.6%

* Since 1/1/2017. Average rate totals are weighted by square footage.

Industrial Vacancy vs. Achieved & Asking Rates

— Vacancy Rate ■ Asking Rate ■ Achieved Rate



2017 Industrial Leases of Note



1 N Calle Cesar Chavez, Santa Barbara
34,320 sf – A-American Storage



869 Ward Dr, Goleta
26,467 sf – Gavial Holdings



600 Ward Dr, C-E, Goleta
17,600 sf – Next Energy Technologies



460 Ward Dr, Goleta
13,532 sf – Arthrex

Largest Available Spaces

6300 Hollister Ave, Goleta
30,573 sf

5756 Thornwood Dr, Goleta
20,794 sf

1 N Calle Caesar Chavez, 11, SB
11,683 sf

100 Frederic Lopez Rd, Goleta
10,880 sf

611 E Gutierrez St, Santa Barbara
5,700 sf

815 E Mason St, Santa Barbara
5,000 sf

4188 Carpinteria Ave, 11-16, Carp
4,200 sf

411 N Quarantina St, C, Santa Barbara
2,880 sf

5511 Ekwill St, C, Santa Barbara
2,800 sf

COMMERCIAL SALES

2017 Commercial Sales of Note



71 S Los Carneros Rd, Goleta
\$23,514,000



26 Castilian Dr, Goleta
\$13,625,000



1000 Mark Ave, Carpinteria
\$16,953,000



1216 State St, Santa Barbara
\$8,635,000

Highest Priced Properties For Sale

7414-7418 Hollister Ave
Goleta Office • 162,174 sf
\$33,500,000

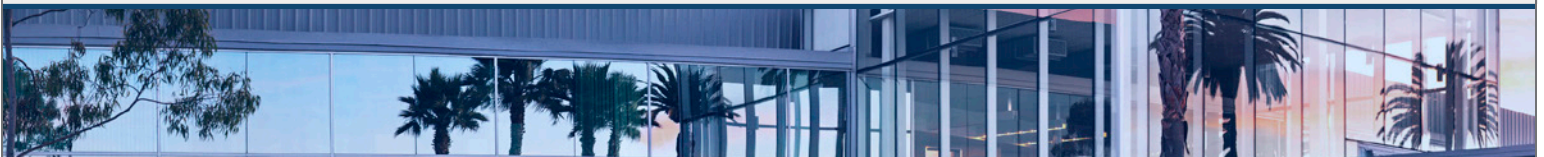
Cabrillo Business Park
Goleta Land • 490,050 sf
\$21,508,112

1486 E Valley Rd
Montecito Retail • 6,357 sf
\$20,325,671

301 Mentor Dr
Goleta Office • 70,282 sf
\$15,200,000

414 E Carrillo St
SB Office • 16,995 sf
\$10,100,000

624 State St
SB Retail • 10,217 sf
\$9,400,000



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SIGNIFICANT TRANSACTIONS BY HAYES COMMERCIAL GROUP

SALES - LAST 12 MONTHS

**26 Castilian Dr
Goleta**

Office/Industrial – 75,239 SF
Listing Price: Off-Market
Brokers: DeJohn, Hayes, Roth



**71 S Los Carneros Rd
Goleta**

Office/Industrial – 105,257 SF
Listing Price: \$28,000,000
Brokers: DeJohn, Hayes

**835 E Canon Perdido St
Santa Barbara**

Land/Industrial – 27,651 SF
Listing Price: Off-Market
Brokers: Martz, Roth

**1351 Holiday Hill Rd
Goleta**

Office/Industrial – 22,000 SF
Listing Price: Off-Market
Brokers: Celmayster, Roth

**8 W Victoria St, 122C
Santa Barbara**

Retail – 3,980 SF
Listing Price: Off-Market
Brokers: DeJohn, Roth

**1936 State St
Santa Barbara**

Retail – 3,427 SF
Listing Price: Off-Market
Brokers: Murphy

**6380 Via Real, Parcel 2&3
Carpinteria**

Land – 8.63 Acres
Listing Price: Off-Market
Brokers: DeJohn, Hayes

**948-952 Jackson St
San Francisco**

Apartment – 4 Units
Listing Price: Off-Market
Brokers: Murphy

**2151 Alessandro Dr
Ventura**

Office – 60,654 SF
Listing Price: \$6,900,000
Brokers: DeJohn, Hayes

**11 Anacapa St
Santa Barbara**

Retail/Industrial – 11,536 SF
Listing Price: \$6,800,000
Brokers: Celmayster, DeJohn, Hayes

**5615 Carpinteria Ave
Carpinteria**

Apartment – 28 Units
Listing Price: \$6,580,000
Brokers: Murphy

**506 Chapala St
Santa Barbara**

Office/Retail – 9,900 SF
Listing Price: \$6,350,000
Brokers: DeJohn, Hayes, Roth

**29 W Calle Laureles
Santa Barbara**

Office – 7,444 SF
Listing Price: \$4,750,000
Brokers: DeJohn, Hayes



**1216 State St
Santa Barbara**

Office – 15,416 SF
Listing Price: \$10,500,000
Brokers: Bartholomew, Roth

**522-530 E Anapamu St
Santa Barbara**

Apartment – 12 Units
Listing Price: \$4,495,000
Brokers: Celmayster

**Bradley Village
Santa Maria**

Land – 5.11 Acres
Listing Price: \$4,250,000
Brokers: Celmayster



**1155 Eugenia Pl
Carpinteria**

Office – 18,000 SF
Listing Price: \$6,500,000
Brokers: Bartholomew

**3741 Gold River Ln
Stockton**

Industrial/Office – 45,486 SF
Listing Price: \$4,002,600
Brokers: McCahill, Roth

**136 E Yanonali St
Santa Barbara**

Land – 886 SF
Listing Price: \$3,650,000
Brokers: Roth

**635 E Gutierrez St
Santa Barbara**

Industrial – 7,534 SF
Listing Price: \$2,500,000
Brokers: Moll

**2210 Preisker Ln
Santa Maria**

Land/RV Park – 6.17 Acres
Listing Price: \$2,500,000
Brokers: Bradford, Martz

**311 E Carrillo St
Santa Barbara**

Office – 4,126 SF
Listing Price: \$2,400,000
Brokers: Celmayster, DeJohn, Hayes, Martz

**411 E Micheltorena St
Santa Barbara**

Apartment – 6 Units
Listing Price: \$2,295,000
Brokers: Celmayster, DeJohn, Hayes

**2264 Lillie Ave
Summerland**

Retail/Res Income – 4,895 SF
Listing Price: \$2,150,000
Brokers: Bartholomew, Martz, Roth

**314 E Carrillo St
Santa Barbara**

Office – 3,444 SF
Listing Price: \$2,100,000
Brokers: Celmayster, DeJohn, Hayes

**138 N Crimea St
Ventura**

Apartment – 8 Units
Listing Price: \$1,995,000
Brokers: Celmayster

**18 N Milpas St
Santa Barbara**

Land/Retail – 2,682 SF
Listing Price: \$1,975,000
Brokers: Celmayster

**1514 Eucalyptus Hill Rd
Santa Barbara**

Apartment – 6 Units
Listing Price: \$1,875,000
Brokers: Celmayster, DeJohn, Hayes

**601 Chapala St
Santa Barbara**

Retail – 1,000 SF
Listing Price: \$1,700,000
Brokers: Celmayster, DeJohn, Hayes

SIGNIFICANT TRANSACTIONS BY HAYES COMMERCIAL GROUP

LEASES - LAST 12 MONTHS



**7410 Hollister Ave
Goleta**

Office – 24,470 SF

TrackR, Inc

Brokers: DeJohn, Hayes, Murphy

**71 S Los Carneros Rd
Goleta**

Office/Industrial – 105,257 SF

Apeel Technology, Inc

Brokers: Celmayster, DeJohn, Hayes

**7402 & 7406 Hollister Ave
Goleta**

Office – 52,549 SF

InTouch Health

Brokers: DeJohn, Hayes

**550 Linden Ave
Carpinteria**

Industrial – 43,690 SF

Tyco Electronics Corp

Brokers: Moll

**6300 Lindmar Dr
Goleta**

Industrial/Office – 38,000 SF

Pacific Design Technologies, Inc

Brokers: Celmayster

**6395 Cindy Ln
Carpinteria**

Industrial/Office – 34,400 SF

Procore Technologies

Brokers: Moll

**869 Ward Dr
Goleta**

Industrial – 26,467 SF

Gavial Holdings, Inc

Brokers: DeJohn, Hayes

**520 E Montecito St
Santa Barbara**

Office – 25,560 SF

Tri Counties Regional Center

Brokers: Bartholomew

**820 State St
Santa Barbara**

Office – 20,666 SF

LogicMonitor, Inc

Brokers: DeJohn, Hayes, Martz

**415 N Salsipuedes St
Santa Barbara**

Industrial – 14,368 SF

Capitol Hardware Inc

Brokers: Bartholomew, Moll, Ward

**485 Pine Ave
Goleta**

Office/Industrial – 12,624 SF

SORAA Laser Diode, Inc.

Brokers: Bartholomew

**30 S La Patera Ln
Goleta**

Industrial/Office – 10,467 SF

AST, Inc.

Brokers: Ward

**425 N Milpas St
Santa Barbara**

Office/Industrial – 9,200 SF

FEI EFA, Inc

Brokers: DeJohn, Hayes



**6303-6309 Carpinteria Ave
Carpinteria**

Office – 63,997 SF

Procore Technologies

Brokers: DeJohn, Hayes

**15 E Cabrillo St
Santa Barbara**

Retail – 6,916 SF

Bluewater Grill Santa Barbara

Brokers: Bartholomew, Martz

**517 Maple St
Carpinteria**

Industrial – 6,084 SF

Rincon Catering

Brokers: Moll

**2040 Alameda Padre Serra
Santa Barbara**

Office – 5,201 SF

Ontraport

Brokers: DeJohn, Hayes

**200 E Carrillo St
Santa Barbara**

Office – 5,165 SF

UVL Blood Labs, Inc

Brokers: Bartholomew

**130 Robin Hill Rd
Goleta**

Office – 4,130 SF

Frontier Technology Inc.

Brokers: Celmayster, McCahill

**506 Chapala St
Santa Barbara**

Retail/Office – 3,678 SF

Data Hardware Depot, LP

Brokers: DeJohn, Hayes, McCahill, Roth

**607 State St
Santa Barbara**

Retail – 3,284 SF

Night Lizard Brewery

Brokers: Ward

**911.5 State St
Santa Barbara**

Retail – 2,450 SF

Perfume Plus Outlet, Inc.

Brokers: Martz, Roth, Ward



**1295 Coast Village Rd
Montecito**

Retail – 2,513 SF

Scratch Bar

Brokers: Murphy

**911 State St
Santa Barbara**

Retail – 2,175 SF

Plum Goods LLC

Brokers: Martz, Roth

**1226 State St
Santa Barbara**

Retail – 1,883 SF

Sportsman Lounge, LLC

Brokers: Martz, Roth

**120 State St
Santa Barbara**

Retail – 1,276 SF

Melville Winery LLC

Brokers: DeJohn, Hayes

**901 N Milpas St
Santa Barbara**

Retail – 1,250 SF

MUNDOS SB, LLC

Brokers: Celmayster, DeJohn, Hayes

**6530 Seville Rd
Isla Vista**

Retail – 1,022 SF

Pokirito SB, Inc

Brokers: McCahill, Roth

**1187 Coast Village Rd
Montecito**

Retail – 586 SF

Juice Ranch

Brokers: DeJohn, Hayes, Martz