



ACQUISITIONS

OUR SERVICES

SALES SERVICES

- Who do we serve?** We represent individuals, corporations, trusts, institutions, and owner-users.
- What types of property?** Commercial (office, medical, retail, industrial, hotels), mixed-use, multifamily, and land.
- What's our advantage?** Expertise, dedication, and creativity during the entire process, from initial consultation through close of escrow.

THE HAYES COMMERCIAL GROUP ADVANTAGE

Whether you are an investor, owner-user, 1031 Exchange buyer, or seeking to place equity in a real estate venture, trust our expertise and resources to help you identify and acquire the best asset for your needs.

Market Awareness — We excel in providing our clients the full spectrum of available assets, including property that isn't actively marketed. In addition to maintaining a comprehensive database of marketed offerings, our brokers are constantly probing their extensive network of contacts for off-market opportunities.

Regional & National Investments — Supplementing our expertise within the South Coast market, we maintain alliances with regional and national brokers to find investments outside of the local market for our clients.


Owner-User Properties — For many businesses and organizations, owning property is a wise choice and excellent wealth-building strategy. We are well versed in the unique benefits and potential challenges for owner-user buyers, providing expertise in every step of the process from due diligence to loan requirements to help you find the right place at the right price.

INVESTOR CLIENT TRANSACTIONS

- Rockber Partnership** \$41M purchase of 208,000 sf office/R&D on 63 acres
- Montana Avenue Capital** \$25M purchase of 120,000 sf office campus on 10 acres
- AEW** \$19M purchase of 70,000 sf office/R&D on 5 acres
- The Towbes Group** \$13M purchase of 58,000 sf office/R&D on 7 acres
- H&R Investments** \$13M purchase of 20,000 sf retail/office in Montecito
- Somera Capital** \$11M purchase of 50,000 sf office on 8 acres
- 60 S California St** \$9.3M purchase of 19,000 sf office in Ventura
- Mesa Lane Partners** \$8.5M purchase of 1.7 acres in the Funk Zone for redevelopment
- 324-326 N Milpas St** \$8.2M purchase of 11,000 sf retail leased to CVS
- MBA Investments** Off-market purchase of 25,000+ sf office in downtown Santa Barbara

OWNER-USER CLIENT TRANSACTIONS

- FLIR** \$29M purchase of 180,000 sf office/R&D headquarters on 11 acres
- Citrix Online** \$20M purchase of 160,000 sf office/R&D on 15 acres
- Deckers Outdoor** \$20M purchase of 13.8 acre development site for headquarters
- Select Staffing** \$11M purchase of 32,000 sf headquarters in Santa Barbara
- Raytheon** \$7.7M purchase of 55,000 sf office/R&D on 2.9 acres
- Multiprobe** \$3.7M purchase of office property



222 E. Carrillo Street, Suite 101
Santa Barbara, CA 93101

805.563.2111
HayesCommercial.com

