



# TENANT REPRESENTATION

## OUR SERVICES

### LEASING SERVICES

**Who do we serve?** We represent landlords, tenants, and owner-users.

**What types of property?** All commercial property types including office, retail, industrial, R&D, and medical space.

**What's our advantage?** Unmatched leasing experience and market awareness to match the right space with the right tenant, often before the space comes to market.

### THE HAYES COMMERCIAL GROUP ADVANTAGE

Tenants rely on the expertise and dedication of our brokers through every step of the leasing process, confident that we will help them secure the best space on the most favorable terms. By asking the right questions and then scouring the market, we enable our clients to make informed decisions and negotiate from a position of advantage.

**Defining the Requirement** — Our brokers provide an expert eye and invaluable outside perspective to clients in the process of defining the space needs for their business or organization. The more we learn about the priorities and future goals of the tenant, the better equipped we are to find the best possible space.

**Site Selection & Analysis** — Leveraging our comprehensive database, our brokers generate thorough, annotated surveys of potential sites, tailored to the requirement. Our analytical tools take the guesswork out of evaluating and comparing spaces.

**Deal Negotiation** — Through every aspect of the negotiation process, our unsurpassed leasing experience and market knowledge allow us to negotiate the most advantageous terms for any tenant.

### NOTABLE CLIENTS & TRANSACTIONS

**Amazon Store** Represented Amazon.com in leasing a 2,751 sf retail space in Isla Vista.

**American Riviera Bank** Leasing of several retail banking locations

**AppFolio** 80,000 sf lease of 2 office buildings, 5 year leases

**Apple, Inc** Represented retailer in leasing prime location in downtown Santa Barbara

**CenCal Health** 60,000 sf of office leases

**Citrix** 160,000 sf lease of 6 office buildings, 5-10 year leases

**Curvature** 98,000 sf lease of office and industrial space, 7 year leases

**Dignity Health** Represented hospital group in leasing several medical locations

**EmployBridge Staffing** Corporate leasing services for portfolio of 210 locations nationwide

**Ergomotion** Five leases for 45,000 sf of office and industrial space

**Fidelity National Title** More than 20 local lease transactions

**FLIR** 10+ leases for 300,000+ sf of office/R&D

**Graphiq (FindTheBest.com)** Five leases for 30,000+ sf of office space

**Lynda.com** 20+ leases for 160,000+ sf of office and industrial space

**Raytheon** 165,000 sf lease of two R&D buildings, 5 year leases

**RightScale** 26,000 sf lease of headquarters in downtown Santa Barbara

**Sonos** 10+ leases for 150,000+ sf of office/R&D space in downtown Santa Barbara



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