

DYLAN WARD

Partner

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BROKER PROFILE

EXPERIENCE

Dylan Ward is a 19-year veteran of the commercial real estate industry. A native of Santa Barbara and UCSB graduate, Dylan combines local market knowledge with business and investment expertise earned while managing large-scale commercial development projects and transactions throughout California.

Dylan serves a range of clients across the full spectrum of commercial and residential income property types. He has completed more than 340 lease and sales transactions across the South Coast since the beginning of 2015, with a combined value over \$147 million.

Prior to joining Hayes Commercial Group in 2014, Dylan focused on development and strategic repositioning of commercial properties throughout California as a development manager with Watt Companies and MPA, Inc in the Los Angeles Area. Dylan's background in financial analysis, development, and construction management has equipped him with a distinct knack for understanding property values, identifying development and value-add opportunities, guiding long-term property planning strategies, and helping his clients position their properties for sale or lease to achieve the best possible outcome.

PROFESSIONAL TIMELINE

2024 - Present: Hayes Commercial Group, Partner
2014 - 2023: Hayes Commercial Group, Broker Associate
2012 - 2014: MPA, Inc, Project Manager
2006 - 2012: Watt Companies, Project Manager
2005 - 2006: Coldwell Banker, Broker Associate

EDUCATION

Dylan graduated with a B.A. in Psychology from the University of California at Santa Barbara.

NOTABLE CLIENTS & TRANSACTIONS

101 W Canon Perdido St represented the buyer of this landmark 28,514 sf downtown office with 25,700 sf of land for future development. Listed for \$17 million

1145 Eugenia Pl represented the buyer of this 24,772 sf class A multi-tenant office building on 1.59 acres in Carpinteria for \$9.0 million

5951 Encina Rd represented seller of 16,787 sf office building on 1.14 acres in Goleta. Listed for \$5.0 million

Housing Authority of the City of Santa Barbara represented HACSB in acquiring 4 properties totaling \$10.5M for affordable housing

35 Anacapa St represented seller of an undeveloped half-acre parcel in Santa Barbara's Funk Zone for \$2.9 million

6416 Hollister Ave represented the seller of this improved 1.4-acre corner parcel in Goleta for \$4.0 million

4880 Colt St represented Skate One Corp/Powell Skateboards, in leasing 71,845 sf of industrial space in Ventura

212 Cottage Grove Ave represented the seller of this 4,000 sf mixed use building near downtown Santa Barbara

320-322 E Cota St represented the seller of these two industrial/retail properties in downtown Santa Barbara at near-record setting prices

1209 State St represented all parties in the sale of this 5,900 sf office and retail building in downtown Santa Barbara

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