

# MICHAEL MARTZ

*Partner Emeritus, MBA, CCIM*

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## BROKER PROFILE

### EXPERIENCE

Michael Martz is one of the founding partners of Hayes Commercial Group. His production has consistently made him one of the most active and successful commercial brokers in the area, specializing in the sales and leasing of retail and office properties.

Michael has built an impressive track record and closed many of the region's largest leases and sales with both national and local clients. Over his career, Michael has completed more than 450 lease transactions totaling more than one million square feet with a total value of over \$130 million. His sales track record includes over 70 significant investment sales valued at over \$150 million.

Michael is one of the only brokers on the Central Coast who holds both an MBA and the distinguished Certified Commercial Investment Member (CCIM) designation as a recognized expert in the disciplines of commercial and investment real estate. Michael brings strong analytical skills and a solid background in all stages of the commercial real estate transaction process. Coupled with his financial aptitude and training, this helps his clients make successful investment decisions whether they are seeking to lease, buy, sell, or develop.

### PROFESSIONAL TIMELINE

<b>2023 - present</b>	Hayes Commercial Group, Partner Emeritus
<b>2008 - 2023:</b>	Hayes Commercial Group, Founding Partner
<b>2004 - 2008:</b>	Leider Hayes Commercial, Broker Associate
<b>2003 - 2004:</b>	Leider Group, Broker
<b>2001 - 2003:</b>	Martz Consulting, Principal
<b>1999 - 2001:</b>	MBA, Pepperdine University
<b>1994 - 1999:</b>	Labconco Corp., West Coast Sales Representative

### EDUCATION

Michael received his MBA from Pepperdine University in Malibu, California. He received his Bachelor of Science degree in Journalism from the University of Kansas in Lawrence, Kansas.

### NOTABLE CLIENTS & TRANSACTIONS

**Amazon** represented retailer in leasing a prime location in Isla Vista

**American Riviera Bank** represented bank in leasing several retail banking locations

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

**Coastal Copy** represented company in purchasing three office properties

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

**Hertz Corporation** represented corporation in the sale of a facility by the Santa Barbara Airport

**Landmark Income Properties** represented investor in selling several multi-family properties

**Handlebar Coffee Roasters** represented retailer in leasing all of their Santa Barbara locations

**Max Baril Investments** represented investor in the purchase of an office building and numerous leasing assignments for portfolio

**NKT Commercial** represented developer and investor in numerous transactions for portfolio of properties including the Granada Building

**PayJunction** represented company in purchasing headquarters and leasing office space

**Perkins Portfolio** represented investor in the sale of a portfolio of mixed-use properties

**Victoria Street Partners, LLC** represented seller of 19,800 sf food hall and adjacent retail or office building in downtown Santa Barbara

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