

STEVE HAYES

Partner

T. 805.898.4370 | M. 805.895.2318

steve@hayescommercial.com

lic. 00827640



BROKER PROFILE

EXPERIENCE

As managing partner with Hayes Commercial Group, Steve Hayes brings 34 years of commercial real estate experience and has built a reputation for superior client service, integrity, and large-scale sales and leasing expertise. In fact, Steve has leased more than any other broker in the area. He has completed more than 1,100 transactions totaling over \$1.3 billion in overall transaction value. Steve has also shown a strong talent for uncovering development opportunities and has helped many clients through the entire development, leasing, and sales process.

Steve has earned the trust of a broad range of prominent companies, institutions and developers, including Raytheon, Citrix Online, The Towbes Group, RightScale, Bermant Development, and Venoco.

Prior to founding Hayes Commercial Group, Steve was the managing partner for Leider Hayes Commercial for four years and Blair Hayes Commercial for 11 years. Steve has fostered a unique team approach among the firm's brokers, and under his leadership Hayes Commercial Group has grown into one of the outstanding commercial firms in the region.

PROFESSIONAL TIMELINE

2008 - Present: Hayes Commercial Group, Partner, Founder
2004 - 2008: Leider Hayes Commercial, Partner, Founder
1993 - 2004: Blair Hayes Commercial, Partner, Founder
1984 - 1993: Grubb & Ellis, Broker
1981 - 1984: Coldwell Banker Commercial, Broker
1976 - 1981: Xerox Corporation, Sales Executive

EDUCATION

Steve graduated cum laude from the University of Southern California with a B.A. in Marketing and Public Relations.

NOTABLE CLIENTS & TRANSACTIONS

Raytheon \$41M sale of 208,000 sf office/R&D on 63 acres

Bermant Development \$40M sale of 208,000 sf office/R&D on 28 acres

KSI \$29M sale of 102,000 sf office building

Citrix Online \$20M sale of 160,000 sf office/R&D on 15 acres

Hansal Corporation \$19M sale of 121,000 sf office/R&D on 10 acres

Cavaletto Trust \$16M sale of 52,000 sf medical/apartment on 9 acres

The Towbes Group \$13M sale of 58,000 sf office/R&D on 7 acres

Ericsson 170,000 sf lease of three office buildings, 10 year leases

Raytheon 160,000 sf lease of two office/R&D buildings, 5 year leases

Santa Barbara Bank & Trust 103,000 sf lease of office space, valued at \$18 million

Somera Communications, Inc. 98,000 sf lease of distribution center, 5 year lease

Network Hardware Resale 98,000 sf lease of office and industrial space, 7 year leases

Venoco 51,000 sf lease of corporate office building, 12 year lease