

CAITLIN HENSEL

Partner

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BROKER PROFILE

EXPERIENCE

Caitlin Hensel's expertise extends across a broad range of commercial property transactions, including investment sales, acquisitions, and landlord and tenant representation for all asset types, with an emphasis on value-add deals and repositioning of properties. She has cultivated a reputation for meticulous attention to detail, extensive market knowledge and unparalleled client service for both corporate and family-run clientele.

Caitlin is one of the region's most active agents, having completed more than 450 transactions valued at over \$300 million. She has been awarded both "Top Women in Business" and "40 Under 40" honors for the tri-county area by the Pacific Coast Business Times and is a sought-after speaker at conferences and panels on real estate and the regional economy.

Caitlin is a proud UCSB graduate and has been a central member of the Hayes Commercial team since 2008. With a background in real estate transaction coordination, marketing and market research, she is able to navigate complex transactions and provide strategic insight to clients, assisting them in achieving their business or investment objectives.

Beyond her professional endeavors, Caitlin is actively engaged in the local community, sitting on the boards of the Santa Barbara Downtown Organization, the Funk Zone Alliance, and Meals On Wheels. She also dedicates her time on a weekly basis to multiple non-profits in the Santa Barbara area.

PROFESSIONAL TIMELINE

2024 - present: Hayes Commercial Group, Partner
2015 - 2023 Hayes Commercial Group, Associate
2012 - 2015: Hayes Commercial Group, Agent/Transaction Coordinator
2008 - 2012: Hayes Commercial Group, Office Manager

EDUCATION

Caitlin graduated from the University of California, Santa Barbara with a B.A. in Communications and completed the Technology Entrepreneurship Program through the College of Engineering.

NOTABLE CLIENTS & TRANSACTIONS

600 Pine Partners, LLC over \$24M in sales transactions and handle all leasing for this local investor's portfolio

924 Anacapa St "The Julia" represented buyer in purchase of \$16.5M office property and re-leasing of units at market rents

1486 East Valley Rd represented owner in \$13M sale of prominent office/retail building in Montecito's Upper Village

Unnamed Family Trust represented in the purchase and sale of over \$16M of office, industrial and multi-family properties

El Centro Group, LLC represented owner in \$8M sale of office/retail in downtown Santa Barbara

Majestic Asset Management represent the South Coast's largest office/R&D entity with 19 buildings under management."

2801-2821 De La Vina St represented buyer in value-add acquisition, repositioning, re-leasing and sale at a large gain

Carrillo Professional Building sold this three-story office in downtown Santa Barbara twice in 18 months, both times for a profit to investors

125 E Victoria St represented buyer of \$3.8M office building in downtown Santa Barbara and re-leasing of entire property

Paseo Mariposa, Montecito represent owner in leasing of 16,000 SF retail and office property on Coast Village Road

Fairview Shopping Center handle all leasing for prominent 235,000 SF center in Goleta

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