

Caitlin Hensel and Dylan Ward named Partners at Hayes Commercial brokerage

January 15, 2024

SANTA BARBARA, CA -- [Hayes Commercial Group](#) has added two Partners to its ranks, welcoming Caitlin Hensel and Dylan Ward as principals. Both were existing Associates with the firm. They join current Partners Greg Bartholomew, Christos Celmayster, Francois DeJohn, Steve Hayes, Michael Martz, Dan Moll, and Kristopher Roth.

“We are proud and thrilled to have Caitlin and Dylan as vested Partners with our firm,” said founder Steve Hayes. “They are dedicated professionals of the highest integrity who have distinguished themselves in the industry. In addition, they are great people to work with.”

Caitlin Hensel



[Caitlin Hensel](#) is the first female Partner at Hayes Commercial Group, and only the second woman to become a partner or principal at a commercial brokerage in Santa Barbara County. 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.

Her 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 400 transactions valued at over \$240 million.

Hensel 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 Downtown Organization and Santa Barbara Toastmasters and holding several board positions over the years with The Junior League of Santa Barbara. She also dedicates her time on a weekly basis to multiple non-profits in the Santa Barbara area.

Dylan Ward



[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 volunteers on the PATH Santa Barbara advisory board and works with various groups focusing on addressing Santa Barbara's shortage of affordable housing.