

CAITLIN MCCAHERILL HENSEL

Broker Associate

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BROKER PROFILE

EXPERIENCE

Caitlin McCahill Hensel has earned a reputation for attention to detail, market knowledge and exceptional client service for both corporate and family-run clientele. She represents clients throughout the South Coast in the leasing and sales of commercial property, including office, retail, industrial, and land.

Caitlin is one of the region's most active agents and has averaged more than 40 transactions annually over the past five years. Recently, Caitlin represented a local investor in the acquisition of the 83,470 SF Northrop Grumman R&D facility in Goleta for \$21.5 million. She also represented the seller of the landmark Old Firehouse office building in Montecito for \$13 million. Caitlin has been awarded both "Top Women in Business" and "40 Under 40" honors for the tri-county area by the *Pacific Coast Business Times*.

Caitlin has been a central member of the Hayes Commercial team since 2008, learning the industry as listing/transaction coordinator and market researcher prior to becoming a full-time agent. At UCSB, she studied business in the Technology Entrepreneurship Program through the College of Engineering. This versatile background adds depth to her advice and analysis, while enhancing her ability to navigate complex transactions and market her listings.

PROFESSIONAL TIMELINE

2015 - Present: 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.

AFFILIATIONS

- Junior League of Santa Barbara, Board of Directors
- Consultant to Womens Economic Ventures (WEV)
- Contributor to UCSB First

NOTABLE CLIENTS & TRANSACTIONS

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

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

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

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

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

Paseo Mariposa, Montecito handle leasing of 16,000 SF Coast Village Road retail/office property

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

Mesa Lane Partners handle leasing of investor/developer's properties in Santa Barbara

Vitamin Angels represented local nonprofit in relocation of international headquarters to 11,000 SF in Goleta

SEE International represented nonprofit Surgical Eye Expeditions in relocation of international headquarters to 12,000 SF in Goleta

Seavees represented footwear designer in leasing headquarters in downtown Santa Barbara and flagship retail store in the Funk Zone

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