

# DYLAN WARD

*Partner*

T. 805.898.4392 | M. 805.881.8810

dylan@hayescommercial.com

DRE lic. 01472452



## BROKER PROFILE

### EXPERIENCE

Dylan Ward is a 20-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 420 lease and sales transactions across the South Coast since the beginning of 2015, with a combined value over \$205 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's background in financial analysis, development, and construction management has equipped him with a distinct knack for understanding property values, identifying development and value-add opportunities, guiding long-term property planning strategies, and helping his clients position their properties for sale or lease to achieve the best possible outcome.

### PROFESSIONAL TIMELINE

**2024 - Present:** Hayes Commercial Group, Partner  
**2014 - 2023:** Hayes Commercial Group, Broker Associate  
**2012 - 2014:** MPA, Inc, Project Manager  
**2006 - 2012:** Watt Companies, Project Manager  
**2005 - 2006:** Coldwell Banker, Broker Associate

### EDUCATION

Dylan graduated with a B.A. in Psychology from the University of California at Santa Barbara.

### NOTABLE CLIENTS & TRANSACTIONS

**3055 De La Vina St - Hotel** represented buyer and seller of this 30-room hotel, in an off-market transaction for \$9.4 million.

**101 W Canon Perdido St** represented the buyer of this landmark 28,514 sf office with 25,700 sf of land for development. Listed for \$17 million

**El Colegio Isla Vista Land** represented the seller of this 1.2 acres parcel of land entitled for housing development, sold for \$7.0 million

**411 E Canon Perdido St - office & land** represented buyer and seller of this 17K sf office building on 1 acre of land downtown, to be redeveloped into mini-storage. \$6.7 million.

**1145 Eugenia Pl** represented the buyer of this 24,772 sf class A multi-tenant office building on 1.59 acres in Carpinteria for \$9.0 million

**5951 Encina Rd** represented seller of 16,787 sf office building on 1.14 acres in Goleta. Listed for \$5.0 million

**Housing Authority of the City of Santa Barbara** represented HACSB in acquiring 5 properties totaling \$20M for affordable housing

**35 Anacapa St** represented seller of an undeveloped half-acre parcel in Santa Barbara's Funk Zone for \$2.9 million

**6416 Hollister Ave** represented the seller of this improved 1.4-acre corner parcel in Goleta for \$4.0 million

**4880 Colt St** represented Skate One Corp/Powell Skateboards, in leasing 71,845 sf of industrial space in Ventura

222 E. Carrillo Street, Suite 101  
Santa Barbara, CA 93101

805.563.2111  
HayesCommercial.com

