

FRANCOIS DEJOHN

Partner

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BROKER PROFILE

EXPERIENCE

One of the founding partners of Hayes Commercial Group, Francois specializes in the sale and leasing of office and R&D properties in Goleta, Santa Barbara, Montecito and Carpinteria. He is extremely well versed in the representation of both tenants and landlords and brings a unique corporate focus to the Hayes Commercial team. In fact, he currently represents several of Santa Barbara's publicly traded firms and was involved in the second largest office sale and the largest office lease ever recorded on the South Coast. In total, Francois has represented clients in more than 1,400 commercial transactions, totaling over 14 million square feet, and valued at more than \$2 billion.

Francois has been a significant player in the Santa Barbara commercial real estate community since 1991. He brings an unmatched combination of marketing, negotiation, financial and market knowledge to all of his clients.

Fran is a board member and contributing author for the UCSB Economic Forecast Project. He is recognized in the Pacific Coast Business Times' annual "Deal-makers" feature virtually every year, and has been named a CoStar Power Broker every year since they began awarding the designation.

PROFESSIONAL TIMELINE

- 2008 - Present:** Hayes Commercial, Partner, Founder
- 2004 - 2008:** Leider Hayes Commercial, Partner, Founder
- 1997 - 2004:** Blair Hayes Commercial, Partner
- 1991 - 1997:** Pacifica Commercial Realty, Broker

EDUCATION

Francois' educational background is also firmly entrenched in the Santa Barbara community. He graduated summa cum laude in Business Economics from University of California at Santa Barbara, where he played intercollegiate soccer.

AFFILIATIONS

- UCSB Economic Forecast: Board chair and contributing author
- Goleta Valley Chamber of Commerce: Board member
- Coast Village Association: Board member

NOTABLE CLIENTS & TRANSACTIONS

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

Montana Avenue Partners \$36M sale of 166,000 sf office campus

H&R Investments \$30M sale of 102,000 sf office building on 10 acres and \$24M sale of 105,000 sf office/R&D facility on 10 acres

Foothills Ventura & CenCal Health \$30M sale of 60,225 sf office building in Santa Barbara

Orfalea Family \$25M sale of 120,000 sf office campus on 9 acres

The Towbes Group \$23M sale of 72,000 sf office building on 5 acres and \$21M sale of 83,000 sf office/R&D on 7 acres

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

Ericsson 170,000 sf lease of 3 office buildings, 10 year leases

AppFolio 166,000 sf lease of 3 office buildings, 10 year lease

Raytheon 165,000 sf lease of 2 R&D buildings, 5 year leases

Citrix 160,000 sf lease of 6 office buildings, 5-10 year leases

Allergan 105,000 sf lease of R&D space, 15 year lease

SBB&T 102,000 sf lease of office, 10 year lease

Procore 101,000 sf lease of 3 office buildings, 7 year leases

Curvature 98,000 sf lease of office and industrial space, 7 year leases

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