

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, R&D and industrial properties in Goleta, Santa Barbara, Montecito and Carpinteria. He is extremely well versed in the representation of both landlords and tenants and brings extensive experience to the Hayes Commercial team. In total, Francois has represented clients in more than 2,000 commercial transactions, totaling over 20 million square feet, and valued at more than \$3 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, speaker and contributing author for the UCSB Economic Forecast Project. He is recognized in the Pacific Coast Business Times' annual "Dealmakers" feature virtually every year, and has been named a Co-Star 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
- Santa Barbara South Coast Chamber of Commerce: Board member
- Coast Village Association: Board member

NOTABLE CLIENTS & TRANSACTIONS

Montana Avenue and Praelium \$61M sale of 166,000 sf office/R&D project on 10.8 acres in Goleta

H&R Investments \$54M sales of 103,000 sf office building and 105,000 sf R&D/Flex building on 20 acres in Goleta

Towbes Group and Majestic Asset Management \$51M sale of 212,000 sf R&D/Flex project on 11.9 acres in Goleta

Montana Avenue \$44M sale of 121,000 sf office/R&D project on 9.3 acres in Carpinteria

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

Sares Regis \$33M sale of 106,000 sf R&D/Flex building in Goleta

Somera Capital and CenCal Health \$30M sale of 60,225 sf office building in Santa Barbara

Towbes Group 170,000 sf 10-year lease of office/R&D space to Ericsson in Goleta

Montana Avenue 166,000 sf 10-year lease of office/R&D space to AppFolio in Goleta

SB Capital and Raytheon 160,000 sf 5-10 year leases of 6 office/R&D buildings to Citrix Systems in Goleta

Bermant Development 105,000 sf 15-year lease of R&D space to Allergan and 103,000 sf 10-year lease of office space to SB Bank & Trust in Goleta

RAF Pacifica 78,000 sf 10-year lease of office/Flex space to UCSB in Goleta. 50,000 sf 10-year lease of office/Flex space to Inogen in Goleta.

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