

# LIAM MURPHY

Partner, CCIM

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## BROKER PROFILE

### EXPERIENCE

Liam Murphy consistently exceeds client expectations with service marked by integrity, knowledge, and clear communication.

His experience in brokerage, development, and project management provides him with insight into the subtleties of each real estate transaction. Liam has completed more than 650 transactions valued at a total of \$150 million and encompassing 1.75 million square feet of space for his office, retail, and industrial clients. In addition, he has secured more than \$30 million in occupancy-related savings for national clients, allowing them to focus on their core business and invest those savings to generate greater revenue for their companies. He has a focus on high-growth tech companies, private equity backed firms, and sophisticated investors.

Before going into commercial real estate full time, Liam served for two years as a youth pastor at Montecito Covenant Church. He is a proud husband and father to three energetic boys.

### PROFESSIONAL TIMELINE

- 2017 - Present:** Hayes Commercial Group, Partner
- 2011 - 2017:** Hayes Commercial Group, Broker Associate
- 2009 - 2011:** The Stone Group Corporate Real Estate, Vice President of Advisory Services and Leasing
- 2008 - 2009:** TynanGroup, Inc., Project Manager

### EDUCATION

Liam graduated cum laude with honors from Westmont College in Santa Barbara in 2006, earning a degree in engineering physics.

### AFFILIATIONS

- Certified Commercial Investment Member (CCIM)
- Eagle Scout, Boy Scouts of America
- Board Chair, Child Abuse Listening Mediation (CALM)
- Katherine Harvey Fellow, Santa Barbara Foundation/Leading From Within

### Local Partner, National Reach

#### NOTABLE CLIENTS & TRANSACTIONS

**EmployBridge Staffing** site selection and negotiation for more than 300 leased offices nationwide; efforts have yielded more than \$23 million in portfolio related savings

**Mercer Advisors** location services for quickly expanding wealth management firm with 35 offices nationwide

**Squaw Valley Road, LLC** Completed due diligence and negotiations to acquire three investment properties to satisfy client's 1031 Exchange of \$16 million

**Graphiq** aided rapidly growing tech company in securing a new corporate office with ocean views, meeting their core needs while preserving the ability to add space as needed

**Procore** guided through a complex transaction, consolidating three separate offices into one corporate campus, enabling them to attract new hires and present a consistent corporate image to clients and investors

**AppFolio** helped identify and negotiate a lease for a new satellite campus in San Diego, a building that meets their security and bandwidth requirements while maintaining their corporate culture. The transaction was completed within 45 days

**The Mill** Secured 8 tenants to fully lease downtown adaptive re-use retail project

**Habitat for Humanity**

**Leukemia and Lymphoma Society**

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