

MICHAEL MARTZ

Partner, MBA, CCIM

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BROKER PROFILE

EXPERIENCE

Michael Martz is one of the founding partners and owners of Hayes Commercial Group. His production has consistently made him one of the most active and successful commercial brokers in the area, specializing in the sales and leasing of retail and office properties.

Michael has built an impressive track record and closed many of the region's largest leases and sales with both national and local clients. Over the past five years, Michael has completed more than 160 lease transactions totaling more than 500,000 square feet with a total value of over \$50 million. His sales track record includes 25 significant investment sales valued at over \$45 million.

Michael is one of the only brokers on the Central Coast who holds both an MBA and the distinguished Certified Commercial Investment Member (CCIM) designation as a recognized expert in the disciplines of commercial and investment real estate.

Michael brings strong analytical skills and a solid background in all stages of the commercial real estate transaction process. Coupled with his financial aptitude and training, this helps his clients make successful investment decisions whether they are seeking to lease, buy, sell, or develop.

PROFESSIONAL TIMELINE

2008 – Present: Hayes Commercial Group, Founding Partner
2004 - 2008: Leader Hayes Commercial, Broker Associate
2003 - 2004: Leader Group, Broker
2001 - 2003: Martz Consulting, Principal
1999 - 2001: MBA, Pepperdine University
1994 - 1999: Labconco Corp., West Coast Sales Representative

EDUCATION

Michael received his MBA from Pepperdine University in Malibu, California. He received his Bachelor of Science degree in Journalism from the University of Kansas in Lawrence, Kansas.

NOTABLE CLIENTS & TRANSACTIONS

Amazon represented retailer in leasing a prime location in Isla Vista

American Riviera Bank represented bank in leasing several retail banking locations

Apple, Inc. represented retailer in leasing prime location in downtown Santa Barbara

Carl Karcher Enterprises, Inc. (Carl's Jr.) represented company in purchasing a restaurant location in Carpinteria

Coastal Copy represented company in purchasing three office properties

Coffee Bean & Tea Leaf represented retailer in leasing several retail locations

Dignity Health represented hospital group in leasing several medical locations

Gandolfo's Deli represented restaurant in leasing prime location in downtown Santa Barbara

Handlebar Coffee Roasters represented retailer in leasing all of their Santa Barbara locations

Max Baril Investments represented investor in the purchase of an office building and numerous leasing assignments for his portfolio

NKT Commercial represented developer and investor in numerous sale and lease transactions for his portfolio of properties

PayJunction represented company in purchasing headquarters and leasing office space

Perkins Portfolio represented investor in the sale of a portfolio of mixed-use properties

RightScale, Inc. represented technology company in leasing headquarters