



WILLIAM A. BUBNIAK

EXECUTIVE VICE PRESIDENT, INVESTMENT SALES, NAI/FARBMAN
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BACKGROUND & EXPERIENCE

William Bubniak joined NAI/Farbman in January 1988 and is currently an Executive Vice President with the firm. He is a licensed real estate broker in Michigan and Florida. He oversees the Investment Sales Division of the Brokerage Department. He is also a member of the Leadership Team of the Firm. Bill specializes in the investment in and sale of turnaround properties and structuring deals for user/buyers to purchase for their own businesses.

Bill has been involved in a variety of types of real estate investments including office buildings, net leased transactions, hotels, industrial buildings, shopping centers, and apartment projects. He was previously the chairperson of the NAI Investment Council for seven years.

Prior to joining NAI/Farbman, Bill was employed with the law firm of Clark, Hill (formerly Hill, Lewis) as an attorney where he specialized in tax and real estate law. He is also a CPA (Inactive) and worked in tax department of Ernst & Young (formerly Ernst & Whinney).

SAMPLE CLIENTS



EDUCATION

Ross Business School, University of Michigan
BBA, Accounting

Wayne State University
JD, Member, Law Review

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Broker, Michigan & Florida
Attorney, Michigan
CPA, Illinois (Inactive)

SIGNIFICANT TRANSACTIONS

Industrial/Flex

- Gateway Industrial Center: 1,152,099 SF (Detroit, MI)
- Park 50 Techne Center: 407,110 SF (Milford, OH)
- Discovery Center: 164,100 SF (Farmington Hills, MI)
- Clover Technology Portfolio: 155,844 SF (Ogelsby & Ottawa, IL)
- Kautex NNN: 147,000 SF (Detroit, MI)
- Spectrum Commerce Center: 134,253 SF (Columbus, OH)

Office

- Sheffield Office Building: 518,000 SF (Troy, MI)
- Bingham Center: 500,000 SF (Bingham Farms, MI)
- 777 Eisenhower Plaza: 326,000 SF (Ann Arbor, MI)
- Dayton Office Portfolio: 325,000 SF (Dayton, OH)
- Dime Building: 319,817 SF (Detroit, MI)
- Jackson Office Building: 177,000 SF (Chicago (CBD), IL)
- Broadway Summit Office: 130,000 SF (Kansas City, MO)
- Verizon Center: 112,800 SF (Lincoln, NE)
- Two Detroit Center Garage: 1,092 Spaces (Detroit, MI)

Retail

- Lakeside Mall: 1,505,504 SF (Sterling Heights, MI)
- Randall Park Mall: 1,473,144 SF (North Randall, OH)
- Eastland Center: 641,375 SF (Harper Woods, MI)
- Concord Mall: 600,000 SF (Elkhart, IN)
- Fashion Square Mall: 529,944 SF (Saginaw, MI)
- Midland Mall: 517,165 SF (Midland, MI)
- Central Mall: 459,002 SF (Salina, KS)
- Westshore Mall: 400,000 SF (Holland, MI)
- Kettering Towne Center: 213,324 SF (Kettering, OH)
- Auburn Plaza: 162,649 SF (Auburn, IN)
- Plymouth Plaza: 150,610 SF (Plymouth, IN)
- Delphos East Plaza: 79,405 SF (Delphos, OH)
- Plover Plaza II: 65,964 SF (Plover, WI)

Multifamily

- Midland Apartment Portfolio (396 Units), Midland, MI
- 1900 Euclid Lofts (80 Units), Cleveland, OH
- Village Green Apartments (151 Units), Palm Springs, FL
- Country House Apartments (284 Units), Grand Blanc, MI
- Pinewood Townhomes (252 Units), Pontiac, MI
- French Quarters (476 Units), Detroit, MI

PUBLISHED ARTICLES

03.26.2017: PARTLY SUNNY: THE STATE—AND STATES—OF THE MIDWEST REAL ESTATE MARKET
04.04.2017: TO SELL OR NOT TO SELL? EVEN HAMLET WOULDN'T PUZZLE OVER THIS ONE
04.05.2017: REVIVING THE ENGINES: IMPROVING INVESTMENT SALES IN MICHIGAN AND THE MIDWEST
02.26.2018: FIGHTING OFF THE MALLPOCALYPSE
04.08.2022: RIPE WITH OPPORTUNITIES: MIDWEST'S OFFICE MARKET IS ON THE REBOUND
09.09.2022: RECEIVERSHIPS ARE UP. WHAT DOES THAT MEAN FOR REAL ESTATE PROFESSIONALS?