



William A. Bubniak

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Executive Director, Weiser Center for Real Estate, Ross School of Business

Director of Real Estate Initiatives and Associate

Professor of Practice, Taubman College of Architecture and Urban Planning

Ann Arbor, MI

GENERAL INFORMATION

Education

- J.D., Wayne State University, Law Review Member
- B.B.A., Accounting, University of Michigan – Stephen M. Ross School of Business

Licensure

- Real Estate Broker – Michigan
- Real Estate Broker – Florida
- Attorney – Michigan
- CPA – Illinois (Inactive)

ACADEMIC APPOINTMENTS

University of Michigan, Ann Arbor

- Associate Professor of Practice, Taubman College of Architecture and Urban Planning (2023–present)
- Executive Director, Weiser Center for Real Estate, Ross School of Business (2023–present)
- Director of Real Estate Initiatives, Taubman College (2023–present)
- Sample Coursework: Careers In Real Estate, Real Estate Finance, and Acquiring and Repositioning Real Estate

PROFESSIONAL EXPERIENCE

Farbman Group and NAI/Farbman, Farmington Hills, MI

Executive Vice President, Member of the Executive Leadership Board (1988–present)

- Integral member of a 6-person Executive Leadership Board for a 200-person, 48-year-old commercial real estate firm with a managed portfolio exceeding 24 million square feet
- Orchestrated billions of dollars in commercial real estate transactions across office, retail, multifamily, industrial, hotel, senior housing, and manufactured housing sectors
- Negotiated thousands of deals requiring collaboration among sellers, buyers, lenders, receivers, bankers, attorneys, property managers, investors, and third-party professionals
- Trusted advisor to major financial institutions including CMBS lenders, life insurance companies, banks, private equity funds, and REITs
- Created and led the firm's Investment Sales Division, elevating it into a recognized Midwest market leader
- Chaired the Investment Council of NAI Global, the world's largest independent commercial real estate brokerage organization (375+ offices) for 7 years
- Analyzed thousands of real estate deals, developing a deep understanding of valuation methods, deal structuring, and underwriting practices
- Maintains a nationwide network of thousands of real estate professionals, including syndicates, family offices, hedge funds, and institutional investors
- Mentored dozens of early-career professionals and interns across brokerage, development, and capital markets
- Brokered foundational deals in Detroit's real estate resurgence, including One Woodward and the Dime Building (now Chrysler House)

SIGNIFICANT CLIENTS



UNIVERSITY LEADERSHIP & PROGRAM BUILDING

- Founded and lead the Real Estate Advisory Board (40+ top professionals nationwide)
- Spearheaded the approval and expansion of the University's Real Estate Minor into the College of Literature, Science and the Arts (LSA)
- Raised over \$1.3M in one year for U-M real estate initiatives
- Created a student-run REIT investment fund – among the few in U.S. higher education
- Designed and launched new real estate courses, mentorship pipelines, and recruiting strategies
- Built partnerships across Ross and Taubman Colleges to grow cross-disciplinary education
- Direct and advise real estate career placement efforts for students

EARLY CAREER

Clark Hill PLC (formerly Hill Lewis) – Attorney

- Specialized in tax and real estate law, focusing on syndications and structured deals

Ernst & Whinney (now EY) – CPA

- Worked in the Tax Department in both Detroit and Chicago offices