



David Knowlton

Executive Vice President
NAI Capital - Orange County

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Scope of Responsibilities

Sales and leasing specialist of industrial/R&D buildings and commercial/residential land. Employs creative and responsive brokerage resulting in life-long client relationships. Assists clients with acquisitions and dispositions of leased and owned facilities, investments, site locations, lease analyses, opinions of value, build-to-suit pro formas, sale/leaseback analyses and sealed bids. Networks with a vast number of real estate professionals and trade associations to serve clients' needs on a worldwide basis. Consistently a Top Producer throughout his 30+ years of commercial real estate brokerage experience. During his tenure with NAI, David was the #1, #2 or #3 office producer for 17 out of 19 years. David was named The Irvine Company Broker of the Year for 2005 & 2008. In 2012, David was inducted into the NAI Global Hall of Fame.

In 2006, David was nominated and accepted into the NAI Capital Mentor Team consisting of more than two dozen senior brokers from all Southern California offices of NAI Capital. Members of the Mentor Team are all qualifiers for the NAI Capital Circle of Excellence which recognizes long-term professional competence and success. Mentors make themselves available to assist less seasoned brokers with problematic or complicated transactions.

Background & Experience

Executive Vice President - NAI Capital, Newport Beach, California
Owner/Broker - Knowlton Commercial Real Estate, Newport Beach, California
Vice President - Grubb & Ellis Company, Anaheim, California

Professional Affiliations & Designations

SIOR - Society of Industrial & Office Realtors
CCIM - Certified Commercial Investment Member
NAR - National Association of Realtors
CTM - Competent Toastmaster
BGS - Beta Gamma Sigma - National Honorary for Business Majors
California Real Estate Broker - License # 00893394

Educational Background

M.B.A. Degree - University of Connecticut, Storrs
B.S. Degree in Marketing - University of Maine, Orono

Significant Transactions

Represented Tenant on the lease of a 296,000 SF industrial building for a total consideration of \$14,629,000.

Represented Buyer on the purchase of a 95,527 SF industrial building for a total consideration of \$6,081,000.

Represented Asset Manager (Landlord) on the lease of three industrial buildings totaling 227,000 SF for a total consideration of \$7,800,000.

Represented Asset Manager (Owner) on the sale of a 104,000 SF R&D building for a total consideration of \$8,320,000.

Represented Seller and Buyer on the sale of two facilities totaling 209,250 SF for a total consideration of \$16,200,000.

Represented Tenant on the lease of two adjacent facilities totaling 314,000 SF for a total consideration of \$13,200,000.

Represented Tenant on the lease of a 121,000 SF R&D building for a total consideration of \$4,828,000.

Represented Owner on the sale of two industrial buildings totaling 117,000 SF on 14 acres for a total consideration of \$8,700,000.

Represented Asset Manager (Owner) on the sale of a 9-acre commercial land parcel for a total consideration of \$5,700,000.

Represented Owner and Buyer on the sale of a 101-acre industrial/residential land parcel for a total consideration of \$4,200,000.

Represented Owner and Buyer on the sale of a 30-acre commercial land parcel for a total consideration of \$9,600,000.