



## Doug Wubbena

Senior Vice President

NAI Capital - Orange County

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### Scope of Responsibilities

Industrial / Private Client Group / Office / Land NAI Global - Banks and Financial Opportunity Group

### Background & Experience

Doug Wubbena serves as Senior Vice President for NAI Capital, specializing in the brokerage of industrial, Private Client Group, office, and land properties. Consistently ranked amongst the Southland's top real estate professionals, Wubbena has been a steady force in commercial real estate for over 20 years achieving extraordinary production levels and award-winning career volume of over \$1.5 billion in closed transactions, including over \$500 million in land transactions. Several of Wubbena's larger transactions have attracted media spotlight. Wubbena's clients consist of the nation's leading Fortune 500 firms, corporate executives, high net-worth businessmen, family trusts, foundations, foreign investors, developers, REITS, and lenders. Doug currently resides in Orange County with his wife and children. Wubbena also actively advises on behalf of private universities, and several non-profit organizations. "Without hesitation I would recommend other firms to rely on Doug's commercial real estate expertise." - Gene Alley (CEO, E T Horn Companies) "Doug Wubbena has handled company real estate matters with a commitment to excellence in service which I heartily endorse." - Phil Anschutz (#42 Forbes 400 Richest People, 2014) "As our broker, Doug Wubbena orchestrated the company's effort to acquire a new world headquarters office building; plus he negotiated our lease of industrial space successfully... I enthusiastically recommend his commercial real estate services to others." - Tom Haga (Chairman, General Imaging Co.) "Doug is a man of his word and understands real estate. He is good at what he does." - Don F. Guglielmino (Bank - Chairman of Board/ Stanford MBA)

### Professional Affiliations & Designations

A.I.R. Urban Land Institute

### Educational Background

University of Redlands, Bachelor of Science Degree Business and Management

### Significant Transactions

Relationships (partial): E.T. Horn Company NutriGran Fragrance West Belmay Anschutz Corp. Chevron General Electric Majestic BNSF General Imaging Company Pioneer Electronics Toyota Motor Sales, USA Standard Pacific RREEF Bank of America Kraft Foods Trammell Crow ProLogis Gillette Real Estate Investment Trust, Inc. Pepsi Guglielmino Family Fowler Properties Family Resource Ministries BASF Behr Process Union Pacific Transportation Biola University Intelsat Special Olympics Southern California DLH-Nordisk LNR Statewide Beverages, Inc Pacifica D.R. Horton California Bank & Trust