



NATALIE V. WAGNER

BROKER ASSOCIATE



PROFILE

Natalie Wagner is a Broker Associate in the Southern California office of The Shopping Center Group, LLC. Natalie specializes in the leasing and sales of retail real estate, representing sellers, buyers, landlords and tenants in the marketplace. She is currently active in all parts of the Tri-Counties, with specialized market expertise of downtown Santa Barbara.

CAREER HISTORY

Natalie Wagner joined TSCG with over 8 years of experience in the brokerage and marketing of commercial real estate properties. Her main focus is the representation of retail tenants and property owners throughout Southern California, with special emphasis on the Central Coast. Natalie brings a versatile background, which includes time as the Marketing Director for Lee & Associates, where she developed a comprehensive understanding of the many details involved in the successful marketing of commercial properties and tenant representation. As a licensed broker, she provides her clients with strategic market expertise and tailored solutions to fit their needs.

NOTABLE TRANSACTIONS

- **NNN Leased Investment - Thousand Oaks, CA**
Starbucks NNN leased investment sold representing the seller, Cadence Capital
- **3030 Skyway Drive - Santa Maria, CA**
Class A office/warehouse building sold representing seller, American Red Cross
- **123 Gray Avenue - Santa Barbara, CA (Off Market - "Funk Zone")**
Commercial development sold to Dash News HQ, LLC
- **301 E. Carrillo Street - Santa Barbara, CA (Downtown)**
Professional office leased to Granite Peak Real Estate Advisors, Inc.
- **5801 Calle Real - Goleta, CA**
Retail space leased to Sport Clips Haircuts
- **865 Linden Avenue - Carpinteria, CA**
Restaurant/retail building sold to Carpinteria Arts Center
- **Casitas Plaza Shopping Center - Carpinteria, CA**
Retail space leased to Little Caesars Pizza
- **2320 Bath Street - Santa Barbara, CA**
Large multi-tenant medical office building sold to Cottage Hospital
- **914 Carpinteria Street - Santa Barbara, CA**
Cured 35% vacancy in 14,648 Sq. Ft. building for Landlord, Rabobank, N.A

AFFILIATIONS/PERSONAL ACHIEVEMENTS

Licensed Real Estate Broker, California
Member of the International Council of Shopping Centers (ICSC)
Member of the American Industrial Real Estate Association (AIR)
Santa Barbara Young Professionals Club (Past Vice President & Treasurer)

EDUCATION

University of California, Santa Barbara
B.A. in Business Economics and Anthropology

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PRESENT & PAST CLIENT LIST

Tenant Representation

- Ross Dress for Less
- Sprouts
- PETCO
- REI
- MOD Pizza
- Smile Brands
- Great Clips
- Club Pilates
- August Ridge Vineyards
- Pacific Coast Health Centers
- Senseeker Engineering, Inc.
- Kear Groundwater, Inc.

Landlord Representation

- The Kroenke Group
- Regency Centers
- Cadence Capital
- Paynter Realty
- American Commercial Equities
- Rabobank, N.A.
- American Red Cross
- Jakosky Properties, Inc.
- Hollman Property Company
- Reichard Enterprises
- Rametto Company, LLC