



# CAPITAL REALTY

COMMERCIAL REAL ESTATE ADVISORS



Commercial Real Estate Advisors

Tenant & Buyer Advisory Services

## ABOUT US





**CAPITAL REALTY** is a privately held real estate company offering tenant and buyer representation, advisory and fractional real estate officer services to commercial real estate clients. Our services and approach is tailored for each client and their unique brand.



CAPITAL  
REALTY

OUR CLIENTS and RELATIONSHIPS represent some of the most forward-thinking brands and owners. We are proud to have been chosen to work with such a respected and diverse group.



BEAUTY AVENUE



drybar®



Brookfield  
Properties



Regency  
Centers.

UNIQUE



On behalf of **CAPITAL REALTY** and our team, we present to you our unique features and how you benefit from our tenant and buyer advisory services. Enclosed is a sample of **CAPITAL REALTY'S** work, transaction history and relevant experience which demonstrates our ability to deliver results for your brand.

We are unique because our background is leading expansion as in-house real estate executives for high growth brands. We've been where you are and understand how critical these decisions are to long term success. This is the reason we are hired as advisors.

We view our role as an extension of your organization. We come alongside you to develop and implement the optimal real estate strategy for a single location or your plans to scale. From leasing or buying, retail, office, and industrial spaces, our comprehensive services includes national representation, complete real estate outsourcing, consulting and advisory services, cost segregation, project management, as well as global portfolio management. Helping you achieve your immediate and long-term business objectives is our goal.

The scope of our relationship and services is tailormade for you. We look forward to further understanding your needs and discussing the prospects of becoming your real estate advisor.

## OUR WORK



# Retail Brands+



**Drybar**  
US Expansion  
21 stores



**Bellacures**  
US Expansion  
5 stores



**Bellami Beauty**  
US & Canada Expansion  
5 stores



**Cycle Gear**  
California Expansion  
4 stores



**We Play Music**  
Irvine, CA  
California Expansion



**Bronzed Bunny**  
US Expansion  
3 stores

## Retail Brands+



**J. David's**  
Valencia, CA



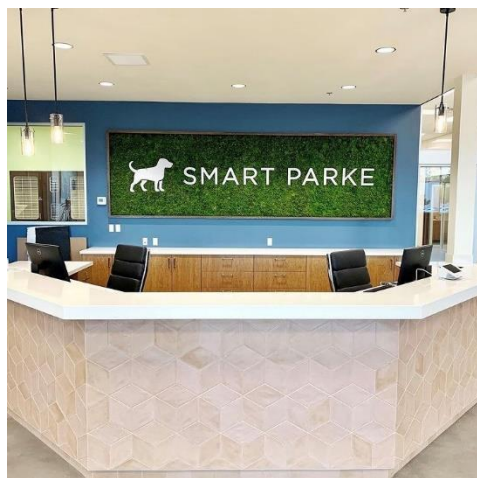
**Brilliant Earth**  
West Hollywood, CA



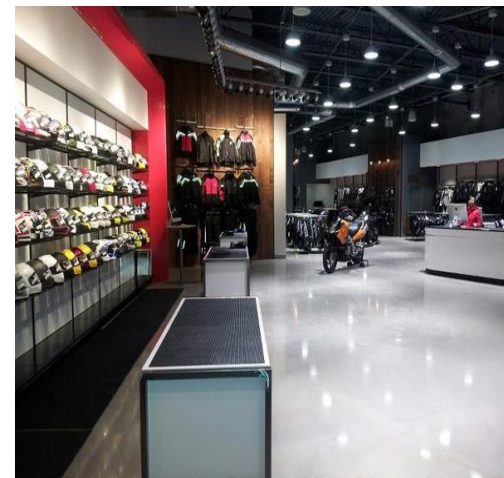
**East 18<sup>th</sup>**  
Costa Mesa, CA



**Healthy Spot**  
California Expansion  
8 stores



**Smart Parke**  
California Concept Store



**RevZilla**  
California Expansion



## Retail Brands+



**NVA Compassion-First**  
Irvine, CA



**PGA Tour Superstore**  
Palm Desert, CA



**Beauty Avenue**  
US Expansion



**PEOPLE READY**  
US Expansion  
Office + Retail



**EGT CPA's**  
Woodland Hills, CA  
Relocation & Expansion



**In Line Co.**  
Newport Beach, CA  
Office Expansion

# Retail Brands+



**Dollar General**  
Desert Hot Springs, CA  
Land Sale



**Walgreens**  
Southern California Expansion



**Goldfish Swim School**  
Ventura County, California  
Expansion



**Ralph's/Kroger**  
California  
Expansion / Lease Restructures



**Vons/Safeway**  
Arizona, California, Nevada  
\$2.89M Revenue / over 12 mos.



**Toole Design**  
Los Angeles, CA  
Relocation & Expansion



## Retail Brands+



**Arroyo Capital Partners**  
Pasadena, CA  
Relocation & Expansion



**Fox Credit Union**  
Century City, CA  
Relocation & Expansion



**Service Tire**  
Van Nuys, CA  
Relocation & Adjacent Acquisition



**Arby's**  
California Expansion



**Arby's**  
Yucca Valley, CA  
\$1.5M Investment Sale



**Walgreens**  
Tarzana, CA  
\$9.3M Investment Sale



**Yucca Valley S/C**  
Yucca Valley, CA  
\$20M Investment Sale



**Expert Witness**  
Real Estate and Business  
\$10M+ Benefit



**Leasehold Investment Sales**  
Arizona, California, Nevada  
\$11.7M

# Advisory | Cost Segregation



**Retail Center/ 24Hr Fitness & Ross**  
El Cajon, CA  
\$291k Benefit/Savings



**DaVita**  
Indiana, Indianapolis  
\$265k Benefit/Savings



**Walgreens**  
Venice, Florida  
\$244k Benefit/Savings



**Walgreens**  
Callaway, Florida  
\$238k Benefit/Savings



**Sapphire Estate Resort**  
Sharon, MA  
\$184k Benefit/Savings



**XCEL Steel**  
Detroit, Michigan  
\$98k Benefit/Savings



**Pacific Precision Products**  
Irvine, CA  
\$169k Benefit/Savings



**Sound Studio**  
Pacific Palisades, CA  
\$129k Benefit/Savings



**Round About Media**  
Burbank, CA  
\$114k Benefit/Savings



**Office/Warehouse**  
Norwalk, CA  
\$81k Benefit/Savings

**CREDENTIALS | OUR NETWORK | CONTACT**





**WE ONLY REPRESENT TENANTS and BUYERS.** We view our role as an extension of your organization. We've been where you are. **That's what makes us unique.**

### **Garry E. Adams, Founder and CEO, CCIM, CPA**

Garry Adams is Founder and CEO of Capital Realty, Inc., a privately held commercial real estate company offering tenant and buyer representation, advisory and fractional real estate officer services to commercial real estate clients. Garry brings more than 25 years of successful and diversified experience in providing financial and real estate services for growth companies and individual clients.

During his career, he has produced more than 550 new locations and \$1 billion in development, acquisition and leasing activities with international, national and regional brands. He has held senior leadership and advisory roles with notable brands **Bellami, Bronzed Bunny, Drybar, Healthy Spot, Smart Parke, CyleGear, RevZilla, Brilliant Earth, Bellacures, Arby's, J. David's, Safeway/Vons, Walgreens, and FedEx/Kinko's**. Garry provides P&L guidance, long range forecasts and cost segregation. His reach and relationships can be found in major markets throughout the US, UK, and Canada.

Garry is a graduate of The University of Alabama, a Certified Public Accountant (CPA), a Certified Commercial Investment Member (CCIM), a longstanding member of International Council of Shopping Centers (ICSC) and active member of Corporate Boards USA. He is currently serving on the board of International Tenant Representation Alliance (ITRA Global). He holds a real estate brokerage license in California and South Carolina. He is an expert witness and an accomplished public speaker on business and real estate matters.

Garry mentors CCIM candidates and is a member of The University of Alabama Board of Visitors where he provides guidance to students at Culverhouse School of Business and is a frequent guest speaker in graduate real estate classes. An avid golfer, Garry is a member of Lakeside Golf Club where he serves on the Finance and Green Committees.

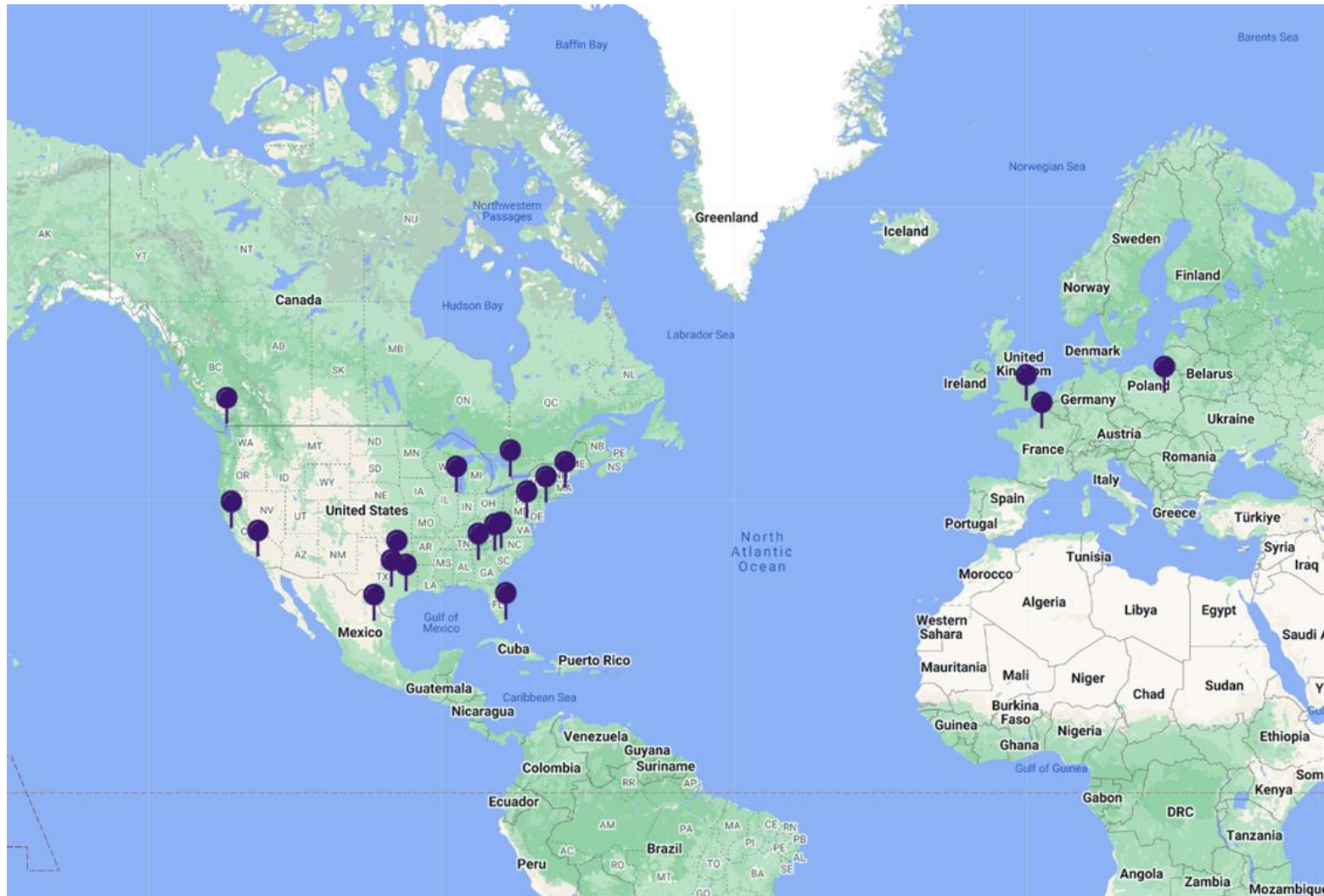
### **Deborah Morrow Adams, President**

At Capital Realty, Deborah specializes in outsourced real estate services. She has delivered more 900 hours in time saved and \$5.1M in value through acquisitions, expansions, lease restructures and Landlord negotiations.

During her 20-year career, she has held senior real estate and leadership positions with Tesco/Fresh & Easy on the West Coast, Safeway/Vons in Southern California & Nevada, Food Lion/Delhaize in the Mid-Atlantic/Northeast, Blockbuster Video in the Mid-Atlantic/Southeast and McDonald's in the Southeast.

Deborah is a longstanding member of International Council of Shopping Centers (ICSC) where she served as Western Division Retail Chair.

## Our Network



## CAPITAL REALTY INC

Los Angeles CA | Spartanburg SC

Atlanta | Austin | Boston | Charlotte | Chicago | Dallas | Greenville-Spartanburg | Houston | Los Angeles | Miami | NYC | San Francisco | Washington DC  
London | Monterrey | Paris | Toronto | Vancouver | Warsaw



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