



*Our name says it all...*

*Paraclete – a word of Greek origin – translates to “one who intercedes on our behalf”. Executing a successful retail real estate strategy – whether for store growth or investment/ownership requires in-depth local knowledge and a reliable team to package it all together. We focus solely on retail – but we do everything within the retail category. Paraclete not only helps retailers secure the best locations on the best transaction terms, but we are also a trusted advisor to many leading retail landlords, developers, and property investors. If it’s retail, we do it – and do it well.*

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# Company History

Paraclete Realty, LLC, began operations on May 21, 1999. Its founder, Charlie Phelps, has worked in the Shopping Center Industry for twenty seven years. Formerly a stockholder at H&R Retail, Charlie has the industry relationships and local market knowledge to assist in executing a successful retail strategy- whether for store growth or investment/ownership.

The company exclusively represents a number of retail properties, and counts many national, local, and regional retailers as exclusive clients. In addition, a variety of national big-box and chain retailers draw on our expertise to assist them with their expansion plans throughout this market.

Paraclete serves the States of Delaware, Florida, Maryland, Virginia, and the District of Columbia through its three area offices.

## Company Officers & Leasing Agents

**Charles F. Phelps, Jr.:** President: Charlie has over 27 years experience in the Shopping Center industry, covering every aspect of Retail Real Estate. He has earned and received ICSC's Certified Leasing Specialist designation "CLS". He has represented national landlords, including Centro (formerly Kramont REIT), Kimco Realty Corporation, and Saul Centers. He works extensively with many national retailers including The Fresh Market, Mattress Giant, Ace Hardware, Jo-Ann Fabrics, Cabela's and Tuesday Morning. He is responsible for land purchases, site selection, lease negotiations, and tenant relations. Prior to Paraclete Realty he worked for H&R Retail, Inc. and Mid Atlantic Realty Trust, now owned by Kimco. Charlie is a graduate of Boston College with a degree in finance. He is licensed in the states of Delaware, Florida, Maryland, and Virginia as well as the District of Columbia

**Cary G. Adams:** Senior Real Estate Director: Cary has 30 years experience in Acquisition and Disposal of Real Estate for Retail, Office and Industrial use. He has an additional 8 years experience in developing sites for residential builders. Throughout his career as a real estate representative, he has worked for such companies as The May Department Stores, Hechingers, Giant Food and The Mills Corporation. He joined Paraclete in May of 2007. Cary is a graduate of Pennsylvania State University with a degree in Business Administration- Real Estate. He received his MBA in Real Estate and Urban Development from Syracuse University, Syracuse, NY.

**Andrea Phelps:** Leasing Specialist: Andrea Phelps joined Paraclete Realty in 2011 and primarily specializes in tenant representation throughout the Northern Virginia and DC Markets. She holds a Business Management Degree with a Concentration in Organization, Leadership & Management from Regent University. She is also a member of International Council of Shopping Centers (ICSC).

Prior to joining Paraclete Realty, Andrea worked in the hospitality industry as a Catering Sales Manager negotiating contracts and managing the operations of the catering department. With contracts and negotiating experience she joins the team representing small emerging specialty retailers.

# Exclusive Landlord Representation

Daley Investments, LLC

Nellis Corporation

# Exclusive Tenant Representation



**Tuesday Morning**  
Everything 50% to 80% Off



# LANDLORD/TENANT REPLIST

*(Landlords and Retailers we have represented/made deals with)*

A&P/SuperFresh  
Ace Hardware  
AT&T Wireless  
Bertucci's Brick Oven  
Birkenstock Shoes  
Blockbuster  
Borders Books  
Bruster's Ice Cream  
C2 Educational Centers  
Catherine's  
Circuit City  
Comp USA  
CVS  
Danker Furniture  
Davidson Beauty  
Dollar General  
Dots  
Dunkin' Donuts

Duron Paints  
Eatzi's Market  
EB Games  
Executive Wireless  
Factory Card Outlet  
Fantastic Sam's  
Filene's Basement  
Fitness Resource  
GSA  
Goodyear Tire  
Hats in the Belfry  
Hair Cuttery  
Hechinger  
Hertz  
Hollywood Video  
Jo-Ann Fabrics  
Kinney Shoe  
Kwik Kopy

La-Z-Boy  
Laugh Out Loud  
Linens & Things  
Max & Erma's Restaurant  
Movie Gallery  
Old Country Buffet  
Outback Steakhouse  
PetsMart  
Pier 1 Imports  
Sandy Spring Bank  
So Fun Children's Clothing  
Staples  
The Fresh Market  
Toy Works  
Tuesday Morning  
Verizon Wireless  
Vie de France  
Zoup!

## LANDLORDS

A.J. Dvoskin & Associates  
Annapolis Developers  
CCR McCaffrey  
Centro Watt (formerly  
Kramont REIT)  
Combined Properties  
Continental Realty  
Dyson Construction  
Fedder Management  
Federal Realty  
Finmark Management  
Fried Companies

Gebhart Management  
Gelman Management  
General Growth Properties  
Greenberg Commercial  
JBG Rosenfeld Retail  
Kimco Realty Corporation  
KSI Development  
M. Leo Storch  
Madison Marquette Realty  
Maryland Financial Realty  
MLS Properties  
Nellis Corporation

Nottingham Properties  
Peterson Companies  
Quantum Management  
Saul Centers  
The Cordish Companies  
The Rappaport Companies  
The Stop & Shop  
Supermarket Company  
Vanguard Equity  
Washington Real Estate  
Waxter Management  
Zimmer Development

# LEASING SERVICES

**Leasing Expertise** Paraclete Realty, LLC understands the mutual commitment necessary to ensure both the immediate and long-term success of a shopping center. Paraclete Realty's professionals possess proven expertise and experience in lease negotiations. A strong emphasis is placed on thoroughly evaluating each prospective retailer in order to achieve the optimum merchandise mix and minimum financial risk.

**Retail Contacts** Paraclete Realty, LLC has a thorough and up to date knowledge of where and when the chain stores and local tenants are expanding and relocating. With over twenty years of experience and wonderful relationships in the "local" retail market, Paraclete is constantly researching new chains from other cities and looking for new start-ups right here in town.

**Computerized Leasing Tools** Our leasing database contains thousands of retailers, enabling our staff to access tenants by category, size, zip code and other various sets of criteria. This database permits us to quickly generate mailings using many sets of parameters. Research services also include locating land ownerships, aerials and site plans, traffic counts, area competition of retailers and site photos. We also provide extensive demographic services to our clients customized to fit each of our clients needs.

**International Council of Shopping Centers** As a member of ICSC, Paraclete Realty participates in Deal Making Conferences in Las Vegas, New York City, Philadelphia, and Washington, DC. In addition, we participate in local ICSC sponsored meetings and breakfasts. Paraclete Realty's presence at these functions is vital for clients who are seeking real estate in the metropolitan area, and for maintaining relationships with the market's landlords.

**Broker and Landlord Mailings** We send periodic reports to the Market's brokerage community with information on space availability in the shopping centers that we represent. Competing in such fast paced world of retail real estate, we give our clients the assurance of fast and effective communication with the shopping center community using a variety of techniques.

**Co-Brokering** Paraclete Realty uses the relationships that have been built up over the years with other brokers, with our landlords and retailers. We understand their methods and constraints that often can make or break a deal and/or save time and aggravation during negotiations.

**ShoppingCenterSpace.com** is a unique comprehensive list of available retail space in the Maryland/Washington, DC, and Northern Virginia areas, published by Paraclete Realty. This service will greatly enhance the retailers' abilities to locate space for their businesses in the areas of their interest and landlords' abilities to get their vacancies filled.

# LANDLORD REFERENCES

Stan Krawec

***The Stop & Shop Supermarket Co., LLC***

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Kevin Allen

***Kimco Realty Corporation***

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Columbia, MD 21044

443-367-5124

443-367-0066 (fax)

# TENANT REFERENCES

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336-272-7301 fax

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**JO-ANN STORES, INC.**

5555 Darrow Road  
Hudson, OH 44236  
330-463-3461  
330-463-6660 fax

Skip Briggs / Ryan Seth

**HATS IN THE BELFRY**

103 Main Street  
Annapolis, MD 21401  
410-268-6333

Steve Krajewski

**CABELA'S**

100 Cabela Drive  
Sidney, NJ 69160  
308-255-2562  
308-255-2300 fax

Sam Cantey / Tim Kolp

**MATTRESS GIANT**

14665 Midway Road  
Suite 100  
Addison, TX 75001  
800-544-4244  
972-770-0112 fax

Jason Malleto

**TUESDAY MORNING**

6250 LBJ Freeway  
Dallas, TX 75240  
972-387-3562  
972-788-5308 fax

Steve Casciegna

**BROWN'S SUPER STORE, INC.**

**DBA Shop Rite**

700 Delsea Drive  
Westville, NJ 08093  
856-933-7000  
856-933-7898 fax



# RETAIL PORTFOLIO

# TENANT REPRESENTATION



Paraclete Realty represented **Fresh Market** in opening this 25,132 sf in Annapolis Harbour Center 2504 Solomons Island Road Annapolis, Maryland in March 2010.

**Filene's Basement:** Featured here at **F St. & 14<sup>th</sup> St. NW, Washington, DC**, this was a very complex deal in the National Press Building. The ceiling is opened to the atrium of the office building above. We represented them also, Friendship Heights/Chevy Chase, and Rockville, MD.



**Jo-Ann Stores:** We started working with Jo-Ann when their stores were 4,000 sf and expanding to 7,000 sf. We worked with Jim Phillips and currently with Kevin Beegle. Deals have been completed from Fredericksburg, VA to Hagerstown, MD. With few exceptions, Charlie has done all of their deals in the Baltimore/DC Metro Market for well over the last decade. One of their largest, 45,000 sf, and best performing stores is shown here in **Columbia, MD**.

**C2 Educational Center:** They provide education courses to help students get into the college of their choice. The location pictured here is in Burke, VA. They look to expand countrywide with both corporate and franchise units.



**Tuesday Morning:** They are a housewares gift retailer. *We have represented them since 2000 in deals ranging from Winchester, VA to Salisbury, MD, from Towson, MD, down to Fredericksburg, VA.* We are currently on a program to upgrade all of their existing locations. They range in size from 6,000 to 30,000 sf. The picture here is the Springfield, VA, store, 21,000 sf, which we brokered in 2003.

# SMALL STORE LEASING



**Verizon Wireless:** The **Manassas, VA** store of 5,000 sf is pictured here, one of their earliest locations when car installations were a major component to the real estate requirement. We represented Verizon in this, as well as other sites, including their store in The Avenue Center, White Marsh, MD.

**Great Harvest Bread Company:** The **Burke, VA** location of 20,000 sf is pictured here. Their use is restricted from centers with grocery stores. We found this site for them in a Wal-Mart anchored Center by terminating the lease of a failing tenant.



# GROUND LEASE



We brokered ground leases throughout the Metro Market. Featured here is the **CVS** in Towson, MD, located at **York Road and Fairmount Avenue**.

# RESTAURANT REPRESENTATION



**Outback Steakhouse/Bertucci's:** We broker restaurant sites. The stores pictured above are located in Annapolis, MD.

# SHOPPING CENTER LEASING



## ***PUTTY HILL PLAZA***

This center is located in White Marsh, MD. We represented this landlord for close to 15 years for small store leasing.

# SHOPPING CENTER OWNERSHIP



## ***PIKE PARK PLAZA***

We have, from time to time, owned and managed (small percentages) nine shopping centers in the metro area, like this one in Catonsville, MD.

## CURRENT SHOPPING CENTER LISTINGS

<b><i>Accokeek Village</i></b>	15785 Livingston Road	Ft. Washington, MD
<b><i>Bealeton Village</i></b>	Routes 17 & 28	Bealeton, VA
<b><i>Clinton Village Mart</i></b>	8985 Woodyard Road	Clinton, MD
<b><i>East Town Plaza SC</i></b>	2132 Old Snow Hill Road	Pocomoke, MD
<b><i>Pines Plaza</i></b>	11070 Cathell Road	Ocean Pines, MD
<b><i>Potomac Oak SC</i></b>	12944 Travilah Road	Potomac, MD
<b><i>Rosecroft Center</i></b>	3175 Brinkley Road	Temple Hills, MD