



**NEWS**  
*For Immediate Release*

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## Capstone Advisors Buys Retail Center near USD for \$6.4 Million

**SAN DIEGO (April 1<sup>st</sup>, 2014)** – Capstone Advisors, a real estate investment, development and advisory firm, has acquired Presidio Trolley Plaza, a 48,000-square-foot infill retail center located at 5261-5401 Linda Vista Rd. near the busy intersection of Napa Street, just footsteps from the University of San Diego. The center is the nearest off-campus retail center serving the University's roughly 9,000-member student/staff population.

"Presidio Trolley Plaza is a compelling infill property that we were able to acquire at an attractive basis and that is primed to benefit from value-add efforts and a recovering local economy," said Marc Stanworth, vice president of Capstone Advisors. "We moved quickly on this opportunity and are embarking on a number of improvements to enhance the property and unlock its latent value."

Presidio Trolley Plaza enjoys a highly dynamic coastal San Diego location with easy access to Interstates 5 and 8. It is within walking distance to a MTS Trolley station and a short ten-minute drive from downtown San Diego and the University Towne Centre (UTC) trade area.

Originally built for light industrial use in 1965, Presidio Trolley Plaza's modern function as retail/flex enables it to offer a wide variety of suite configurations ranging from roughly 1,100 square feet to nearly 8,500 square feet, most with large, rear roll-up doors for easy access.

The center is most well known as the original home of highly successful micro-brewer, Ballast Point. That company's Home Brew Mart concept has been at Presidio Trolley Plaza since 1992 and has grown steadily, including a planned expansion into an adjacent suite that was negotiated just prior to Capstone Advisors' acquisition.

Property improvements planned by Capstone Advisors include signage, landscaping and façade enhancements, as well as select interior suite work to increase the property's appeal to a targeted mix of local and regional tenants. "These improvements, coupled with diligent leasing efforts and professional management, are expected to deliver high occupancy, strong rent growth and an improved synergy among tenants," said Stanworth, who led the transaction for Capstone Advisors.

In the transaction, Capstone Advisors represented itself. Brian Mulvaney of VOIT Real Estate Services represented the seller, who was not disclosed. Financing was provided by La Jolla-based Silvergate Bank.

"This asset is a great complement to our existing portfolio and a continuation of our focus on acquiring value-add and core-plus retail, office and industrial properties throughout Southern California and select western states," said Alex Zikakis, president and CEO of Capstone Advisors. "Leveraging our strong capital resources, talented team and proven track record, we have very aggressive acquisition goals for 2014 and 2015."

### **About Capstone Advisors**

Capstone Advisors is a diversified real estate investment, development and advisory firm with a proven track record of having acquired over 4.6 million square feet of commercial properties throughout the U.S. across multiple real estate cycles and product types. Since 1996, Capstone has served as operating partner, advisor, capital provider, joint venture partner and developer for some of the most well regarded financial institutions in the world. The company is also one of the most recognized and respected for-sale residential investors in the western United States. Capstone Advisors is headquartered in Carlsbad, California. The website is [www.capstoneadvisors.com](http://www.capstoneadvisors.com).