



Why Join Capstone

CAPSTONE-COMPANIES.COM

NATIONWIDE COVERAGE

SOUTHEAST

800.746.3175 ext. 0

CHARLOTTE—HQ

1710 Camden Rd.
Charlotte, NC 28203

RALEIGH

16 W Martin St., Suite 401
Raleigh, NC 27601

ATLANTA

3414 Peachtree Rd. NE, Suite 475
Atlanta, GA 30326

JACKSONVILLE

10752 Deerwood Park Blvd., Suite 100
Jacksonville, FL 32256

TAMPA

1120 E Kennedy Blvd., Suite 235
Tampa, FL 33602

ORLANDO

485 N Keller Rd., Suite 444
Maitland, FL 32751

MID-ATLANTIC

800.746.3175 ext. 2

RICHMOND

2920 W Broad St., Suite 17
Richmond, VA 23221

SOUTH CENTRAL

800.746.3175 ext. 3

OKLAHOMA CITY

16354 Muirfield Pl., Suite A
Edmond, OK 73013

TULSA

4200 E Skelly Drive, Suite 460
Tulsa, OK 74135

DALLAS

8150 N Central Expressway, Suite M2080
Dallas, TX 75206

AUSTIN

3508 Far West Blvd., Suite 300
Austin, TX 78731

MIDWEST

800.746.3175 ext. 1

NASHVILLE

1200 Clinton St., Suite 219
Nashville, TN 37023

CINCINNATI

1132 Main St.
Cincinnati, OH 45202

COLUMBUS

1491 Polaris Pkwy., Suite 367
Columbus, OH 43240

INDIANAPOLIS

1300 E 86th St., Suite 14 #203
Indianapolis, IN 46240

WEST

800.746.3175 ext. 4

DENVER

1031 Santa Fe Dr., Suite 200
Denver, CO 80204

COLORADO SPRINGS

29 E Moreno Ave.
Colorado Springs, CO 80903

SALT LAKE CITY

1770 E Fort Union Blvd., Suite 100B
Cottonwood Heights, UT 84121

PACIFIC NORTH WEST

800.746.3175 ext. 6

SEATTLE

765 NE Northlake Way
Seattle, WA 98105

BOISE

Address Coming Soon!
Boise, ID

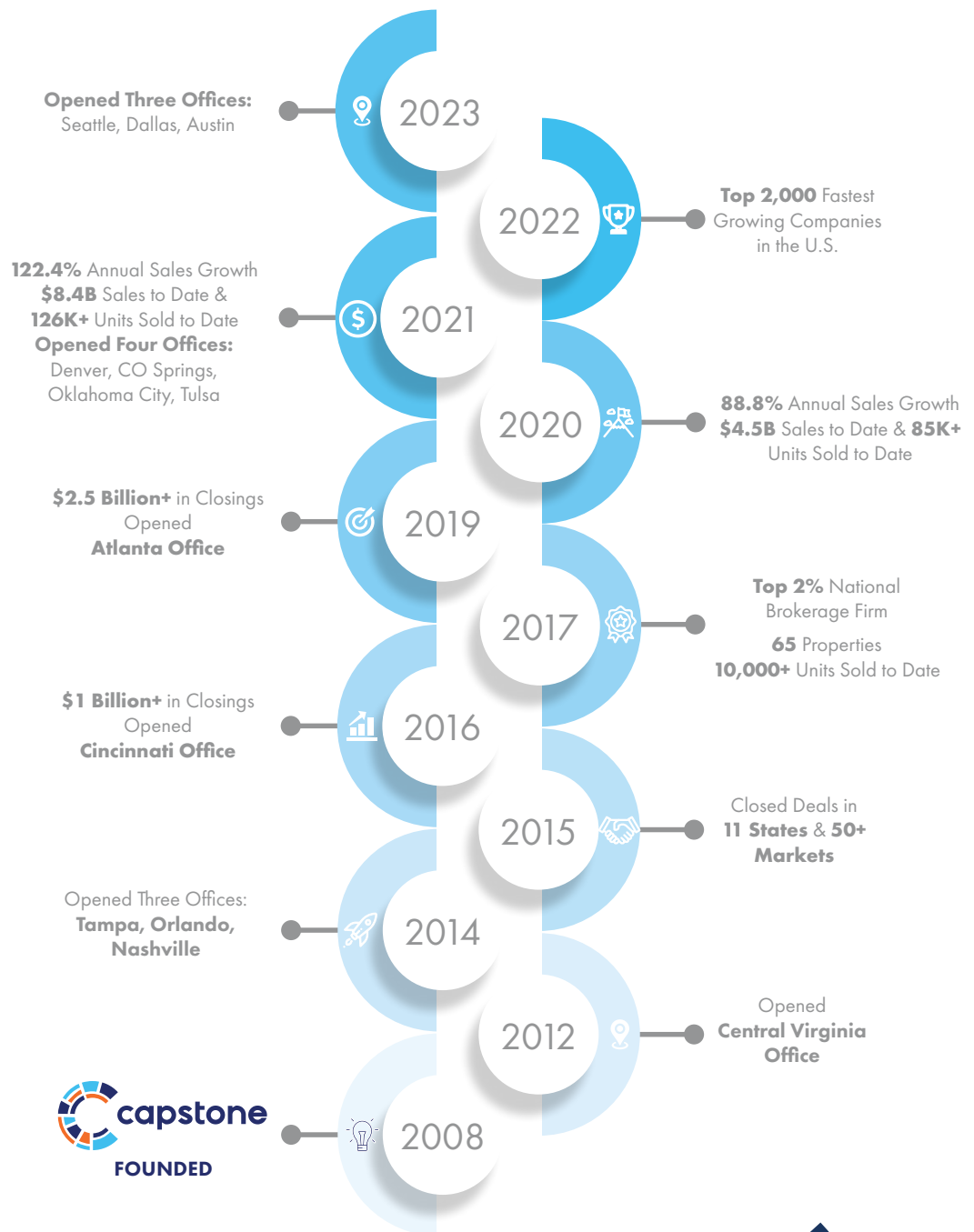


GET ON THE TRAIN

Capstone was founded in 2008 with a vision to better serve the stakeholders involved in the shift of the for-sale residential market toward growth & demand in rental assets.

We built an all-inclusive platform supporting multi-family investment in its many forms. Since then, Capstone has risen to support clients with a continuously-expanding range of services across an ever-growing geographic coverage.

As rental markets continue to evolve, Capstone is more equipped than ever to offer the service and inventory that real estate professionals need.



Today, Capstone's superior results are directly tied to our firm professionals' level of industry understanding, product focus, process efficiency, and daily work ethic. These attributes—forged in our beginning and carried through to this day—are the critical keys to success in undertaking any project and delivering on every client need.



+75,000 INVESTORS

We utilize an open source 75,000+ principal database



#1,832

Fastest-growing private company.
(Inc. Magazine 2023)



43 STATES

Capstone's various service lines have sold assets in 43 states.



\$13.1B+

Capstone's historical gross sales volume.

WHY CAPSTONE

The goal of Capstone is to help generate, maintain, and increase the value and profitability of our clients' multi-family investment properties. Our comprehensive service offerings, paired with our relentless drive to win on behalf of our clients, is what sets us apart from our predominately publicly traded competitors.

NATIONAL EXPOSURE

We utilize an open source 75,000+ principal investor database across all offices. This is a distinct benefit to our clients as it allows us to have real time data; thereby, casting a wider net and reaching more new-to-market buyers.

REPUTATION & RESULTS

Capstone possesses an impeccable industry reputation and record. The firm's trusted relationships among the multi-family investment community continue to facilitate seamless, fluid, and successful sales transactions.

MARKET EXPERIENCE

The firm's brokers implement an entrepreneurial quality over quantity approach and lead each assignment as if they are the owners themselves looking to maximize the value of the asset.

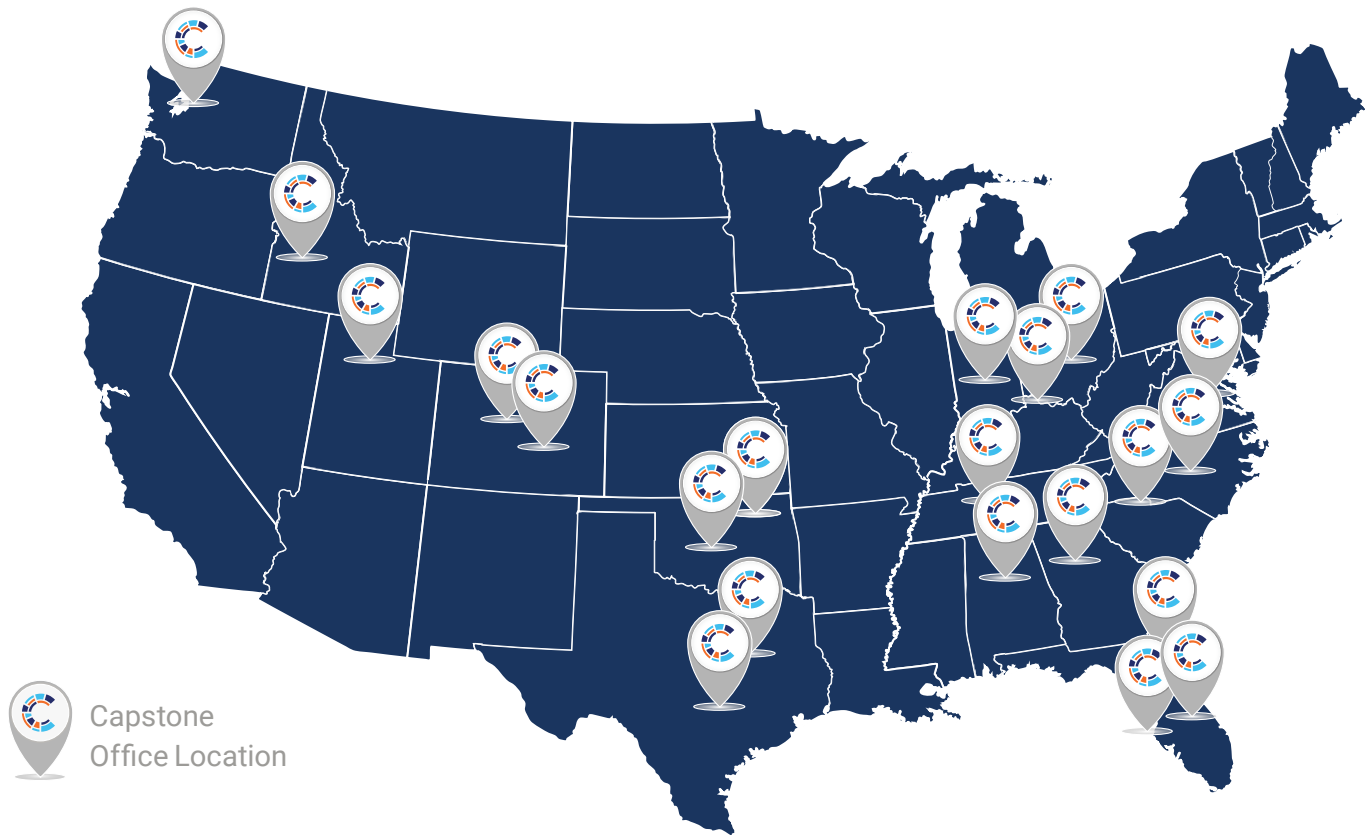
#1

Privately Owned Multi-Family
Brokerage Nationwide

TOP 15

Global: All Apartment Brokerage
RCA Analytics Q3 2023

NATIONAL FIRM



OUR SERVICE LINES

Capstone brokers advise clients in various sectors of the multi-housing industry, and have completed transactions of all shapes and sizes.

Capstone Apartment Partners provides extensive apartment brokerage services, as well as a customer centric sales approach to increase the return on investment for our clients.

Capstone Land Sales is at the forefront of residential development and is the top multi-family land sales platform nationwide. Our firm maximizes the value of client land holdings by providing a nationally recognized and cutting-edge marketing platform.

Capstone Equity & Structured Finance offers investment capital sourcing and advisory services to multi-housing owners and developers. As a trusted advisor, we guide our clients through all phases of the process.

Capstone Manufactured Housing provides comprehensive mobile home & RV brokerage and advisory services. As the #1 nationwide manufactured housing team, we provide seller-driven services that focus on maximizing returns on our client's properties.



CULTURE IS KING

CORE VALUES

> Be a Self-Starter

Capstone brokers implement an entrepreneurial quality over quantity approach and act as if they are the owners looking to maximize the value of the asset.

> Egos Checked at the Door

We will never allow pride to get in the way of obtaining the highest offer for your property through our tenacity, communication, and first-class marketing strategies.

> Embrace the Chaos

You can count on Capstone to exceed your expectations regardless of challenging circumstances.

THREE UNIQUES

01 THE multi-housing experts

02 Companywide access

03 Tailored, client-focused approach



CHARLOTTE BUSINESS JOURNAL



2022

BEST PLACES
TO WORK



CAPSTONE'S CULTURE RUNS DEEP

It embodies who we are, what we believe in, and what makes us unique. Our core values act as an unwavering guide in what we do daily and who we invite to be a part of the Capstone family.



KEY EMPLOYEE BENEFITS

> ANNUAL TRIP

Firm-Wide All-Inclusive Vacation

> CONTINUOUS GROWTH

Three-Year Revenue Growth of 382.8%

> BENEFITS

Comprehensive Health & Compensation Plans

> RECOGNITION

Celebrating Our Core Values

> PARTNERS CIRCLE

Employee Ownership/Equity Track



BROKERS

Business Development
Client Engagement
Firm & Client Meetings
Conference & Event Travel

ANALYSTS

Underwriting
Rent & Sales Comps
Market Research
Transaction Tracking

MARKETING

Print Design
Social Media
Email Campaigns
Online Listings Management

OPERATIONS

IT Support
Event Assistance
Transaction Management
Collateral Coordination

CULTURE EATS STRATEGY FOR BREAKFAST

—Peter Drucker—



Not Corporate



**Competitive
Commission Splits**



**Professional Support
at Every Level**



**Nationwide Inter-Office
Collaboration**



**Latest Industry
Resources & Technology**

OUR BROKERS

Capstone Investment Sales Brokers are the best in the industry bringing unique talents and accomplishments with them to Capstone.

Personality Characteristics

- » Entrepreneurs
- » Founders
- » Blue-Collar Background, White-Collar Success
- » Professional Athletes
- » Innovative
- » Hard-Charging
- » Risk-Takers

Personal & Professional Accomplishments

- » Climbed the Highest Peaks in the Western Hemisphere
- » Olympic Athlete
- » 40 Under 40 Award Winner
- » Multiple Top Young Broker Awards
- » Sailed Around the World
- » Grew from No Real Estate Experience to \$2M GCI in 3 Years
- » Former Fighter Pilot
- » Former NFL Player
- » Former NHL Player
- » Former Professional Golfers
- » Back-Country Snowboarders
- » Philanthropy Leaders
- » Religious Leaders
- » Inventors
- » Teachers



CAPSTONE HIRES VETERAN BROKERS IN ATLANTA



Jake Reid
MANAGING DIRECTOR



Chad DeFoor, CPM, CCIM
MANAGING DIRECTOR



CAPSTONE

CAPSTONE-COMPANIES.COM



CAPSTONE SPOTLIGHT

DAVID DIRKSCHNEIDER
HONORED FOR EXCELLENCE AS
COMMERCIAL REAL ESTATE AGENT
BY THE JOURNAL RECORD

VISIT OUR BLOG AT
CAPSTONE-COMPANIES.COM
TO LEARN MORE



David Dirkschneider
Managing Director | Oklahoma City, OK



EXCELLENCE
IN CONSTRUCTION AND REAL ESTATE



CAPSTONE NEWS

CAPSTONE EXPANDS BROKERAGE TEAMS IN SOUTHEAST



RON CORRAO
Managing Director



ERIC LIEBICH
Director



BROKER RESOURCES

Capstone strives to provide everything our employees need for success and growth in their career. Some things that set Capstone apart from other national firms:

- » Open-source database featuring 75,000+ investors nationwide.
- » Full-service marketing team creating best-in-market materials.
- » Firm-wide team coaching for both brokers and staff.
- » Continuing education and training opportunities.
- » Continuous technology improvements to streamline the deliverability of client experience.
- » Travel and client entertainment budget.
- » Cross office deal flow.
- » Dedicated IT support.
- » Dedicated events management team.
- » National, regional, and local conference support.
- » Great swag!



Capstone make continuous investments to further our position as a nationwide industry leader in multi-housing brokerage by expanding our footprint and advancing our client services.

BEST IN CLASS SALES TRAINING & SUPPORT



CAPSTONE CARES

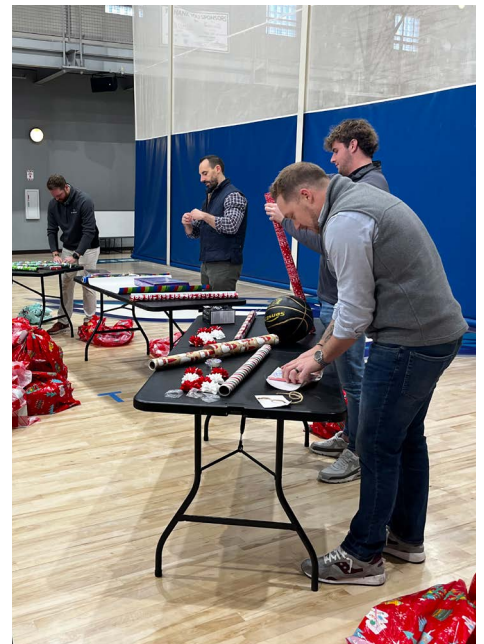
Capstone is proud to serve our communities by means of charitable giving and employee volunteerism through our nonprofit division, Capstone Cares.

We are committed to fulfilling our role as a responsible corporate citizen by ensuring our communities have the resources and support they require to thrive. As such, all donations go directly to charitable causes. Funding recipients include:

- » Homes for Our Troops
- » Apartment Association Outreach
- » Charlotte Family Housing
- » Crossnore Children's Home
- » JDRF
- » Precision Fluency Program
- » Shelters to Shutters
- » The Salvation Army
- » YMCA



Capstone's Topgolf Tournament has raised more than \$35,000



Capstone volunteers with YMCA to provide swim equipment & lessons in the summer, and to wrap gifts for the Holiday Gift Drive program during the holidays

CAPSTONE CARES

*Capstone Companies is honored to be partnering with **Homes For Our Troops (HFOT)** through our nonprofit division, Capstone Cares.*

BUILDING HOMES

REBUILDING LIVES

ABOUT OUR PARTNERSHIP WITH HOMES FOR OUR TROOPS

Our principle charity partner beginning in 2021, the mission of HFOT is to build and donate specially adapted custom homes nationwide for severely injured post-9/11 Veterans, to enable them to rebuild their lives. Each home is equipped with over 40 major special adaptations and exceeds ADA compliancy standards. Empowered by the freedom a donated specially adapted custom home brings, HFOT Veterans can now focus on their recovery and returning to their life's work of serving others. At Capstone, we are proud to support this mission via charitable donations and volunteer service projects.



CAPSTONE OUT OF OFFICE



Partner Circle Lunch



Capstone Podcast: Multi-Family Method



Denver Happy Hour



Tampa Office Outing



Presidents Cup

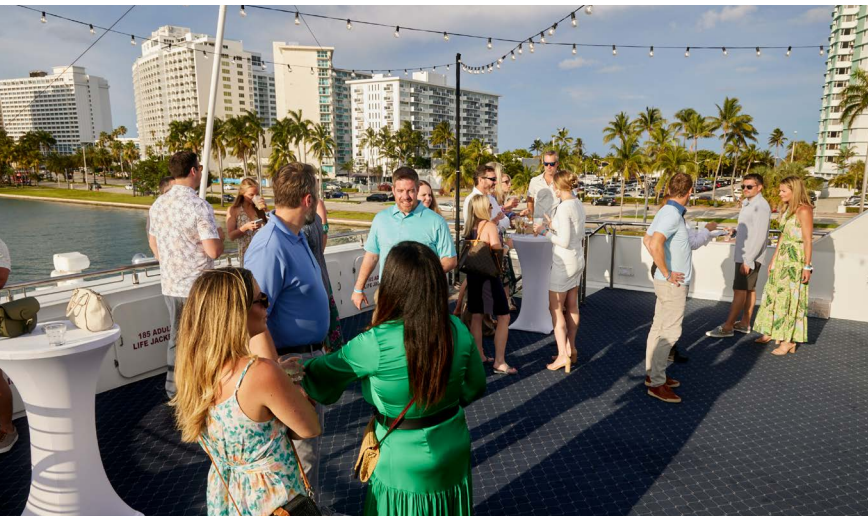


Annual Sales Workshop

CAPSTONE OUT OF OFFICE



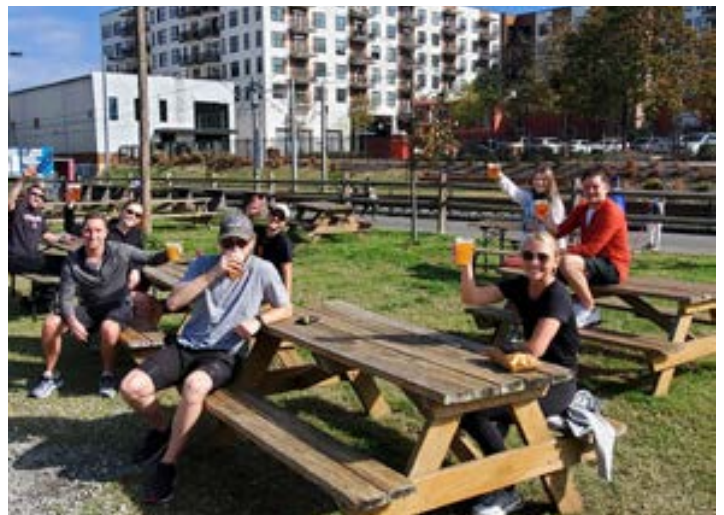
Annual Firm Sales Trip to Cancún



Annual Firm Sales Trip to Miami



CBJ Best Places to Work Outing



Virtual 5K & Brewery Stop



Your Partner for Value and Profitability

Our mission is to build relationships and win in multi-housing brokerage. We have consistently maintained our position as an industry leader in the markets we serve through dedication, work ethic, industry knowledge, business acumen, creative problem-solving abilities, and achieving client-focused results.

Capstone-Companies.com

info@capstone-companies.com | 800.746.3175