



Outside the Region: Shepard of SCG Retail handles five leases for Guitar Center—63,225 s/f

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Paramus, NJ According to SCG Retail, a division of The Shopping Center Group, Bruce Shepard has brokered five leases for Guitar Center in the past six months. Shepard exclusively represents Guitar Center from Hartford, Conn. to Virginia, and in Florida. The leases are:

- 19,000 s/f in Paramus Town Square, 240 North Rte. 17. Jerry Welkis of Welco Realty represented Galbrellian Associates, owner.
- 2,200 s/f at Music and Arts, Interstate Shopping Center on Rte. 17 South in Ramsey, N.J. Music and Arts is a Guitar Center subsidiary addressing the band and orchestra needs of local schools and community musical organizations. The center is owned by Galbrellian Associates, and was represented by Welkis.
- 15,425 s/f at Alexandria Commons, 3013 Duke St., Alexandria, VA. The community strip center is owned by American Realty Advisors and was represented by John Mitchel formally of JBG Real Estate.
- 14,600 s/f at Ellsworth Place, Silver Spring, MD. This site represents Guitar Center's first mall store. The property is owned by Petrie Richardson Ventures and was represented by Sean Hartcourt of H & R Retail Ventures.
- 12,000 s/f at Town Center at Laurel in Laurel, MD. This open air, lifestyle center is owned by Greenberg Gibbons Commercial and were represented in house by Tracey Holehan.

“Guitar Center transformed the musical instrument retail landscape, becoming the world's best seller of guitars, electric pianos, recording equipment and sheet music,” said Shepard. “It's been exciting working with their team as they continue to introduce innovations and improvements to their concept. I look forward to helping them continue to dominate for many years to come.”

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