

# Capital Square Adds Two to Sales Team Following Record-Breaking 2019

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Capital Square, a sponsor of tax-advantaged real estate investments, expanded its sales team to add James Brunger as executive vice president of national sales and Jennifer Middaugh as senior regional vice president of Mid-Atlantic sales.

In their new roles, Brunger will oversee Capital Square's sales team and Middaugh will be responsible for sales in the Mid-Atlantic. Margo Steahly, who has been with [Capital Square](#) since 2018, has been promoted to senior vice president of national accounts.

With a background in the real estate and financial services industries, Brunger previously served as a senior vice president at LaSalle Investments, a wholly owned subsidiary of Jones Lang LaSalle, where he was responsible for



managing the sales of real estate investment trusts and other real estate-related products throughout the eastern U.S.

Prior to JLL, Brunger served as national sales manager for Sterling Foundation Management, where he oversaw a team of professionals assisting family offices and ultra-high-net-worth individuals in the formation and management of private family foundations, donor advised funds and charitable trusts.

Brunger's career has also included time as a regional vice president at New York Life/MainStay Investments, regional vice president at Fidelity Charitable Services, and as a regional consultant at Fidelity Investments Institutional Services. He holds the Chartered Advisor in Philanthropy designation from the American College and FINRA Series 6, 7 and 63 licenses. He earned a bachelor's degree from the University of Vermont.

Middaugh joins [Capital Square](#) to lead and oversee the sales efforts of independent financial advisors and registered investment advisors in the Mid-Atlantic region on behalf of the company's platform of investment products.

She began her career dedicated to alternative real estate investing and financial strategies in 2001, and prior to [Capital Square](#), held similar sales positions at Inland Securities, Provasi Capital Partners, and Griffin Capital Securities, according to her LinkedIn profile.

She holds a bachelor's degree from the University of Maryland and a master's degree from Georgetown University McDonough School of Business, and maintains FINRA Series 7 and 63 securities licenses.

In addition, the firm disclosed that it raised more than \$235 million in equity for its Section 1031 exchange-eligible Delaware statutory trust offerings and qualified opportunity zone funds in 2019, resulting in more than \$505 million in 10 DST offerings and three opportunity zone offerings, based on investment cost.

"[Capital Square](#) had a record year in 2019, with nearly 500 investors participating in DST and opportunity zone investments," said Louis Rogers, founder and chief executive officer of [Capital Square](#). "Moving up the national rankings to become the fourth largest sponsor according to Mountain Dell's year-end report is the icing on the cake."

He added, "We also completed a record year for the sale of DST properties, and participating investors realized an average 13.16 percent internal rate of return for the five DST offerings taken full-cycle during the year."

[Capital Square](#) specializes in tax-advantaged real estate offerings, including Delaware statutory trusts and qualified opportunity zone funds, and has completed more than \$1.85 billion in transaction volume. The firm's related entities provide due diligence, acquisition, loan sourcing, property/asset management, and disposition, for high net worth investors, private equity firms, family offices and institutional investors.

[For more Capital Square news, click here to visit their directory sponsor page.](#)