

## A Day at O

John Barry,  
Senior Director,  
Acquisitions

Through Realty Income's *A Day at O* series, employees provide insight into their unique roles contributing to the mission of The Monthly Dividend Company®. In these pieces, colleagues located across the U.S. and Europe share their day-to-day responsibilities, goals, motivators, and successes. In this edition, John Barry, Senior Director, Acquisitions, discusses his experience identifying opportunities to add value to the company's diverse portfolio of assets.



### Top Priorities

- Striving to do something every day that adds value to the company and its stockholders
- Acting with integrity and kindness when interacting with clients, counterparties, and colleagues
- Challenging myself to find ways to grow my skillset and strengthen my professional relationships



### Biggest Collaborators

- The Legal department provides essential insight during the underwriting process
- The Strategy & Insights team helps build a comprehensive view of client and property qualities
- Colleagues on the Acquisitions team frequently offer assistance because of the group's varied expertise



### Recent Successes

- Assisted in completing the acquisition of the Encore Boston Harbor in 2022 for \$1.7 billion
- Underwrote a diversified portfolio consisting of more than 150 properties from CIM Real Estate Finance Trust for more than \$850 million in 2023
- Supported the company's investment of \$950 million in Bellagio Las Vegas

### How would you describe your role at Realty Income?

As a Senior Director of Acquisitions at Realty Income, I am responsible for engaging with clients, principals, developers, and members of the brokerage community to source investment opportunities that exhibit a favorable risk-reward. Once these acquisitions have been identified, I work closely with our Strategy & Insights team to prepare investment memorandums developed to help management consider the opportunity. When we agree upon a transaction, I facilitate due diligence and closing with our Legal team.

***"I'm consistently challenged in my role and feel that no matter how much I learn, there's always a new opportunity on the horizon to develop my skills further."***



Interested in learning more about Realty Income's dynamic team? Check out the company's [Corporate Culture page](#).

My role requires me to work with a number of groups, both within the company and outside of it. I enjoy the dynamic of combining a structured process with the unique circumstances that come with each new investment opportunity. I'm consistently challenged in my role and feel that no matter how much I learn, there's always a new opportunity on the horizon to develop my skills further.

### What differentiates Realty Income as an employer?

Realty Income not only values their employees, but the leadership team makes employees a priority when conducting business. While all of us work hard to deliver stockholder value, the company consistently offers opportunities to balance personal and professional priorities. Team members are encouraged to pursue their personal interests in addition to their professional ones.

***“Our accomplishments are built upon the relationships we’ve developed and partnerships we’ve fostered. I enjoy working with a team that has so many experienced contributors and I’m grateful to be able to learn from this group of colleagues daily.”***

directly impacts the company's financial performance. I'm proud of the impact my team makes and thankful that I'm able to see such a direct line from the work I do to our operating performance results.

### How would you describe your team's dynamic?

With Mark Hagan as our Chief Investment Officer and Cary Wenthur leading the Acquisitions team, our group is open, friendly, and highly motivated. Our leaders encourage us to collaborate often, as our collective effort as a team is evaluated holistically to determine success. This makes the work we do fun and fulfilling.

Being a gregarious and proactive person facilitates success on the Acquisitions team. Our accomplishments are built upon the relationships we've developed and partnerships we've fostered. I enjoy working with a team that has so many experienced contributors and I'm grateful to be able to learn from this group of colleagues daily.

### What is the best piece of advice you've received at Realty Income?

When I first started at the company more than five years ago, I was given some very simple advice that has stayed with me throughout my tenure: do something every day that adds value to the firm and adds value to your life. I know that challenges will arise, but I push myself to find something to contribute daily that will move a project forward and help me grow. No matter how inconsequential this task may seem, I remind myself that the summation of a number of small contributions will add up to something much greater. Implementing this advice has been rewarding both professionally and personally.

### How does the work you do contribute to the accomplishments of the company?

The Acquisitions team is an important driver in the company's growth efforts as we work to find investment opportunities that ultimately influence the company's earnings results and help grow our monthly shareholder dividends. The volume of transactions we generate

## Rapid Fire Questions

### Go-to lunch spot?

There is a deli in Del Mar with an amazing turkey, bacon and avocado sandwich.

### Morning beverage of choice?

Nothing is better than that first sip of black coffee in the morning.

### 0 news you were most excited to share with your family?

I have had so many great moments to share, it's hard to choose a favorite! Receiving an offer to join the team over five years ago was pretty special - a happy and fulfilling moment that clearly worked out!



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