



Aristides Koutouvides 2012

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Name: Aristides Koutouvides

Title: Vice President of Asset Management and Acquisitions

Company: LCOR

Location: New York City, NY

Place of birth: New Britain, CT

Family: Married with three children

College: University of Connecticut

First job unrelated to your current field: I started my career on the trading floor in the equity and fixed income capital markets division of Lehman Brothers.

First job in current field: My first job in the industry was in the real estate principal transaction group of Lehman Brothers, where I managed debt and equity investments for Lehman's principal portfolio in the Americas.

What your firm does now and its plans for the future? LCOR is a fully integrated real estate investment, development and services company with a mission to create better places to live, learn, work, travel and play. We own/manage over \$1.4 billion of residential assets and remain active in both development and acquisition opportunities in the Northeast to Mid-Atlantic markets. Our company, with its newly formed partnership with CalSTRS, plans to continue developing and acquiring large-scale multifamily residential, commercial and mixed-use properties.

Hobbies: I am active in boating and fishing.

Favorite novel: "The Old Man and the Sea" by Ernest Hemingway

Favorite film: "Braveheart"

Keys to success: Dedication, commitment, understanding your place and value

Person(s) you most admire (outside of family): One person I most admire is Anthony Barsanti, who acted as my direct manager at Lehman Brothers. He helped me learn the real estate business and empowered me to take on a large level of responsibility at a young age.

If you had to choose a different profession, what would it be?: If I was not in the real estate industry, I would choose a career that allowed me to interact with the sea. As a child, I grew up fishing and boating on the Long Island Sound and always wanted to take up a career that involved the water and boating.