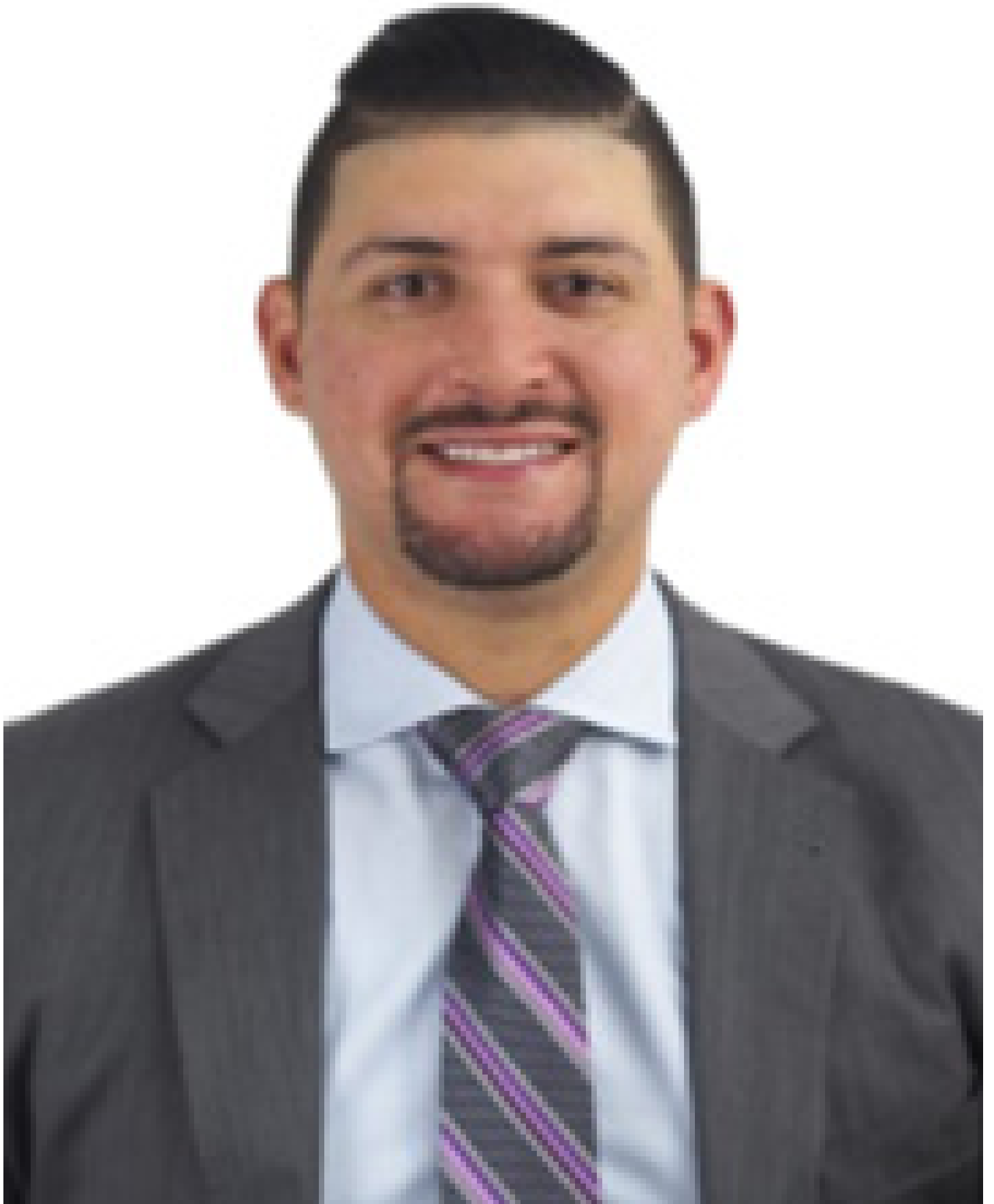




Evan Kupferberg, Time Equities, Inc.

May 24, 2022 - Spotlights



Name: Evan Kupferberg

Title: Senior Associate, National Retail

Company Name: Time Equities, Inc.

List 2-3 real estate associations or organizations that you are currently a member of:

International Council of Shopping Centers,
ICSC Next Generation,
International Franchising Association

How do you contribute to your community or your profession?

I oversee all of the leasing for our national retail portfolio at TEI. We have over 1,000 small mom-and-pop tenants and small business owners that lease our spaces across the country. Every day I come to work, I try and put myself in their shoes and try and understand what they are going through so we can help make them successful and thrive. This was especially apparent during the COVID shut down when we proactively negotiated and provided rent relief to more than 750 of our tenants allowing them to get through the hard times of the pandemic mostly rent free. We at TEI, strive to do the right thing each and every day and really pride ourselves on that.

What led you to your current profession?

I have always had a strong interest in real estate. My first internship in college was with a residential brokerage company and I was able to sign 10 apartment leases in once summer as a college freshman at NYU. I took many commercial real estate classes during school and Time Equities corporate offices are seven blocks north of NYU so it was a perfect fit.

What recent project, transaction or accomplishment are you most proud of?

We are proud of many recent transactions, so it is hard to pinpoint just one but we have accomplished leasing over 150,000 s/f of retail spaces at properties across our national retail portfolio at TEI in the last six months in a very volatile market. We are also extremely proud of our proprietary formula to be able to lease our centers across the country (in over 28 states) while living/office in New York City full-time.

Who was/is your mentor and how did s/he influence/help you in your career?

My first mentor was my high school basketball coach, Coach Jones, who made us understand that nothing was given, and hard work was needed to be successful on the court and in life. Basketball teaches you many life skills such as the value of teamwork, perseverance, attention to detail, patience and most importantly to be unselfish. Everyone on our team bought in to this approach which allowed us to go to the state championships my senior year (the first time in school history). There are tons of similarities between winning on the court and in the commercial real estate business which ultimately helped me in my career.

Top three things on your bucket list:

Finally marry my fiancé as we had to push off our wedding two times due to the pandemic; travel to Europe (especially Greece and Italy) and explore everything those places have to offer; and read 10 books, cover to cover, by the end of 2022

Favorite quote:

“The definition of luck is when preparation meets opportunity.”

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