



2024 Ones to Watch - Innovators in CRE: Max Pastor, Time Equities, Inc.

November 26, 2024 - Spotlights



Max Pastor

Max Pastor has been at Time Equities, Inc. (TEI) for nine years, recently stepping into his role of chief operating officer on September 1, 2024. In this role, Pastor oversees company operations, growth and expansion, implements new initiatives and sources strategic opportunities for the firm. He will work closely and collaboratively with CEO and chairman Francis Greenburger and president Bob Kantor. In addition to his new role as COO, Pastor continues to lead a national investment, acquisitions, and asset management team. He also serves on TEI's Executive Committee and acts as a registered principal of Time Equities Securities LLC (a FINRA-licensed broker dealer).

Innovative Solution: I see investment demand expanding beyond the typical fund structure, with certain investors having an increased appetite for debt positions and as well as the ability to evaluate individual transactions. Beyond our typical diversified real estate investment fund, we recently brought a new product to the investment market, such as the "TEI Quarterly Debt Fund" as well as an individual property offering, to help meet investor demand.

Innovative Outlook: I foresee the biggest opportunities for innovation coming from the increased access to data. This will impact investing and operations. Greater access will increase the facilitation of commerce through all aspects of real estate investing, whether it be on the debt or equity side, and will continue to expand into operations. It will be most noticeable in items we touch, but also hasten the pace of all transactions, such as leasing, financing and sales.

"Max Pastor is a well-trained contrarian real estate investor who has focused the last several years on secondary markets with an eye towards industrial assets having a low price per square foot, above average in-place yields, but also having below market rents. Such a combination plants the seeds for the potential of achieving high future returns in the future. As Chief Operating Officer of TEI, Pastor has also contributed to the design and execution of our efforts to provide more choices in product to their investors." - Carly Telgheder, Quinn.

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