



Customizable real estate solutions

A Q&A with Alex Anderson

Could you share a little about your firm and your role within it?

I currently serve as the senior director of capital formation and investor relations for Time Equities Inc. (TEI). Since joining TEI in 2011, I have played a pivotal role in building new life-long friendships and nurturing hundreds of relationships with high-net-worth investors, family offices, investment advisers, real estate brokers and other strategic investment partners. Additionally, I have shared in the collaboration to shape new investment products and strategies to meet the evolving demands of the network, including a series of equity and debt funds and tax-deferred 1031 exchange strategies, raising more than \$1 billion in new capital for TEI.

Have you always been in the real estate space, and why do you find it compelling?

My father was an independently successful industrial real estate broker with a remarkable ability to identify future real estate needs. He engaged his clientele before they realized they needed him. Meanwhile, he was relentlessly driven to deliver results and unlock what seemed to be impossible real estate solutions and turn them into reality. I eagerly desired to feel the same ambition, pride and accomplishment with which my father approached every day of his career, including knowing the positive impact his efforts had on so many people. I looked forward to the day the two of us could join forces and take over the world! Unfortunately, following my graduation from the University of Vermont in 2008, he passed, creating a temporary disruption in my ambitions, but simultaneously motivating me to pivot and pursue a real estate journey on my own. As for how I ended up meeting Francis Greenburger, founder and CEO of TEI, and gaining a blossoming career here, that story will have to wait for another interview.

With all of that said, the real estate business is one of the largest and most fascinating businesses in the world! It impacts just about everyone alive, and so many economies both domestically and internationally are driven by the growth and cycles of their real estate industry. Even though my real estate journey is a blip on the radar, every day I can take pride that my work here at TEI contributes toward some benefit for "the everybody," whether it be investors, investment partners, lenders, tenants or brokers.

When do you think the real estate market will stabilize? Is now a good time to invest?

Which real estate market? The real estate market is dynamic and always changing. Right now, we are in a phase where the stability in the United States is challenged by a banking disruption created by the combination of high interest rates and the loss and questionability of regional banking capacity – for example, SVB, Signature and First Republic. In order to be successful in today's complex and competitive real estate space, one must be a value hunter, contrarian investor and, most importantly, think independently. It is always the "right time" to invest depending on what opportunities surface from a disrupting event. Some of these disrupters are more temporary than others and may create different opportunities in different places at different times throughout the world. The real estate business takes place in a

regional, national and international marketplace where one can always find good investment opportunities due to the constant cycling of economic, geographic and, more recently, shifting demographic events.

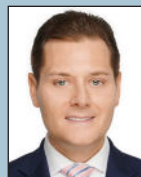
What is your edge?

Living authentically and having an optimistic mindset. An authentic life involves following your passions and being connected to your natural abilities, strengths and talents. I am free of the notion that others have to agree or approve of what I say or do; however, I am open to constructive feedback to help achieve personal growth. Having an optimistic outlook helps me see future opportunities instead of problems and, therefore, I am constantly driving my personal and professional ambitions to be successful in life and share that success with others. Coincidentally, the TEI investment philosophy pursues a similar edge. With a contrarian real estate investing track record that exceeds 50 years, TEI has the depth of experience to manage risk and maintain stability across constantly changing economic cycles. With a proven decision-making process focused on long-term ownership and opportunistic buying, TEI is a singular partner for investors and investment partners who want direct access to a one-of-a-kind investment strategy involving high-quality real estate assets.

Where is TEI going to be in 10 years?

I envision TEI to be a leader in customizable real estate solutions and at the forefront of sustainable real estate development, technology and innovation. We'll continue to expand our global presence and continue delivering exceptional value and pride of ownership to our investors and investment partners for decades to come.

CONTRIBUTOR AND COMPANY PROFILE



Alexander Anderson

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Founded in 1966, **Time Equities, Inc. (TEI)** is a diversified investment, development, asset and property management, licensed real estate brokerage and alternative energy company that has been in business for nearly six decades. The TEI portfolio includes approximately 43.5 million square feet of residential, industrial, office and retail property, including about 5,200 multifamily apartment units, approximately 540,000 square feet in pending acquisitions, and 2.7 million square feet of various property types in stages of predevelopment and development. With 345 properties across 36 states, five Canadian provinces, Anguilla, Germany, Italy, the Netherlands and Scotland, the TEI portfolio benefits from a diversity of asset types including nonperforming loans, B-notes and alternative energy investments. TEI has a variety of market concentrations in the Northeast, Southeast, Midwest and West Coast of the United States, and new markets around the world are always being evaluated.

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