

Developing Leader Profiles . . . People you Need to Know



Name: Jordan Kovalsky
Company: Lincoln Property Company
Position: Vice President Acquisitions
Age: 28
Education: University of Wisconsin
Years in Real Estate: 7

1. What led you to work in the Real Estate industry? Describe your current responsibilities:

My Dad has worked on the multi-family side for as long as I can remember – and for as long as I can remember he never really had an office; he was always just running from property to property. There was a lot of appeal to that when I was a kid! When I was 17, I got my first internship with Camden Living doing residential leasing in College Park, MD and haven't looked back since.

I have been with Lincoln since 2014 and my role has evolved in that time. I now focus on our industrial acquisitions across the U.S. for two of our separate account clients.

2. Who has been the biggest influence in your career?

My Dad is without a doubt the man that tricked me into this business and he continues to be a resource for me to bounce ideas off of to this day.

When I started at Lincoln, I can honestly say I didn't know what a dock door was or where my Amazon packages came from, I only knew that I had an online shopping problem. Gary Kobus and Tom Kuhlmann have taught me everything I know about industrial real estate and have shown me to appreciate the smell of a new building. I'm grateful for the strong foundation they have helped me build – no pun intended.

3. Where do you see yourself in 5-10 years?

Industrial as an asset class has changed quite a bit over the last five years and it will be interesting to see what's to come in the next 5 – 10 years. I look forward to continuing to grow my skills in industrial acquisitions and development while finding new ways to incorporate technology into our business.

4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?

I've been involved with NAIOP for just over three years now on both the national and regional level. It's been a great way for me to learn from my peers and help my team at Lincoln improve upon our processes.

5. What are the three most important qualities you think a real estate young professional should possess?

Adaptable, Curious, Thorough

6. What is the best piece of professional advice you have been given?

You can always increase your bid price; you can't decrease it.

7. What networking advice can you offer young professionals to help advance their careers?

Follow-up regularly. We work in a business where people are doing ten things at once and meeting a lot of new people each year. The more regularly you call someone or grab a coffee with them, the more likely you are to create a meaningful relationship.

8. Outside of work, how do you enjoy spending your time?

I love running the lakefront in the summer and escaping to the west coast in the winter for a good ski trip!

9. Where is your favorite place in the City?

Manny's Deli – best pastrami on rye in Chicago.

NAIOP

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