



Contact Mark:
901-766-4266
mjh@boyle.com

BOYLE

MARK J. HALPERIN
EXECUTIVE VICE PRESIDENT

Function

Halperin is responsible for the leasing and management of all office properties, both multi-tenant and single purpose. These properties include those owned by third parties and owner-occupants as well as by Boyle Investment Company. Halperin has been a member of the firm's Office Development Team since its inception and is Executive Vice President of Boyle Investment Company. He currently leases and manages in excess of 2 million square feet of full-service "Class A" office space.

Background

Halperin joined Boyle in 1973 after graduating from the University of Tennessee, where he studied accounting and real estate. He has been active for years in a number of professional real estate industry groups at both the national and local levels. He holds the Certified Property Manager designation from the Institute of Real Estate Management and the SIOR designation from the Society of Industrial and Office Realtors (SIOR). He is past president of the Memphis Building Owners and Managers Association (BOMA) and is a long-standing member of the Lambda Alpha real estate fraternity. In 2008, he was named Commercial Broker of the Year by the Memphis Area Association of Realtors (MAAR) Commercial Council. He was the 2008 recipient of the Realtors Commercial Alliance National Award from the commercial division of the National Association of Realtors.

Halperin also has been active on a number of boards throughout the Memphis community and is a founding board member of Triumph Bank. He is past chairman of the Memphis Area Chamber of Commerce Development Council. He currently serves on the Board of Trustees of Memphis University School (MUS) and, as an alumnus, has been actively involved with the school for years. Halperin also is a leader in the Memphis Jewish community. He previously served as president of the Memphis Jewish Home and currently serves on its Executive Committee. He is a past president of Temple Israel Memphis, a past board member of the Jewish Foundation of Memphis, and currently serves on the Board of Trustees and Executive Committee of the Union of Reform Judaism.

BOYLE
Real Estate

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My Profession: Mark Halperin, Commercial Real Estate

By Randy Jellnek
- Commercial Appeal -

Mark Halperin, executive vice president of Boyle Investment Co., says success in the commercial real estate business is all about setting appropriate customer expectations -- then exceeding them.

Halperin, 60, has been leasing and managing office buildings with Boyle for almost 37 years, a length of service that mirrors the longevity of some of Boyle's clients, he says.

"This week, we just signed a second-generation lease with a tenant (pediatric dentist Dr. Wes McCann) that, when their lease runs out, will have been with us for 42 years," he said.

After studying accounting and real estate, Halperin graduated from the University of Tennessee, Knoxville, in 1972. He joined Boyle in early February 1973 and has worked there ever since.

As Boyle's executive vice president, Halperin focuses on multitenant and single-purpose office properties, and oversees the leasing and management of more than 2 million square feet of office space. Boyle properties managed by Halperin include The Marsh building on Ridgeway, the SunTrust building on Shady Grove, and Thomas & Betts corporate headquarters in Southwind.

In 2007, Halperin was named Commercial Broker of the Year by the Memphis Area Association of Realtors Commercial Council. In 2008 he received the Realtors Commercial Alliance National Award from the commercial division of the National Association of Realtors.

Halperin says his success in business isn't based on what he does, but on who he does it with.

"I don't mean to be flippant, because the recognition is nice, but what I do, I don't do by myself," he said. "Here at Boyle, it is really a team effort."

Halperin says he spends a lot of time on the leasing process, meeting and working with prospective tenants to establish long-term relationships.

He says his personal and professional philosophies are based on a point his father always made.

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Memphis Office (901) 767-0100

Nashville Office (615) 550-5575

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By Randy Jelinek / Special to The Commercial Appeal

Wednesday, July 15, 2009

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He says his personal and professional philosophies are based on a point his father always made.

"I make my rabbi crazy," Halperin said, "because there are 10 commandments and in Judaism, really more than 600 commandments altogether."

But, "My father said, 'All you have to do is follow one and it covers every commandment known to mankind. All you gotta do is the right thing. It may not always be in your best interest. It may not be convenient. It may be painful, but if you do the right thing, your life, as far as you can control it, will be pretty good.'"

Halperin's father, who died 15 years ago, is still Halperin's role model. "I hope the people around me recognize that trait in me as well," Halperin said.

Mark Halperin

Profession: Executive vice president, Boyle Investment Company

Age: 60

Education: B.S. in accounting, University of Tennessee

Family: Wife, Diane (22 years); sister, Laurie in St. Louis; brother, Scott in Houston

Hobbies: Work, golf, travel

Key attributes: Character, honesty, experience, longevity



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