



GEORGE STEFFANI

Director

New York, NY

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PROFILE

George Steffani is a Director in the New York office of Lee & Associates. He specializes in investment sales.

CAREER SUMMARY

Mr. Steffani joined Lee & Associates in 2018 as a member of the newly-formed investment sales team. Mr. Steffani comes from a background in commercial real estate properties with a specialty in properties rooted in hotel operations. His deep understanding of the business stems from his education from the School of Hotel Administration at Cornell University with a minor in real estate, and is complemented by his work experience both on the operations side, as well as owner/asset management assignments.

After gaining initial experience within hospitality real estate at sbe Hotel Group, he worked with the asset management team at The Chartres Lodging Group. While working with the asset management team, Mr. Steffani was responsible for financial tracking and reporting of their portfolio of approximately 12 hotels. The information was then conveyed to investors through weekly, monthly, and quarterly reports.

As an investment sale advisor, Mr. Steffani was responsible for financial analysis, creating a value-add strategy, and marketing for the sale of the McCarren Hotel and Pool in Brooklyn, NY alongside his team. Using his depth of understanding of the transaction process, Mr. Steffani strives to bring his clients the most efficient experience possible while achieving optimal results.

Notable Recent Transactions Include:

- McCarren Hotel and Pool
- 271 Church Street, Retail Condo
- 13 1st Avenue, Retail Condo

EXPERIENCE

- 2018 to present: Director, Lee & Associates
- 2016 to 2018: Investment Sales Advisory – Hospitality, Venture Capital Properties

EDUCATION

- Bachelor of Science, Cornell University
- Licensed to practice real estate in the state of New York