

BEN TAPPER

Director of National Investment Services Group
Senior Managing Director



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Ben Tapper is the Director of the National Investment Services Group and an Executive Managing Director in the New York office of Lee & Associates. He specializes in investment sales and capital markets.

CAREER SUMMARY

Ben Tapper joined Lee & Associates in 2018. Prior to working at Lee, he was a Principal, Senior Director at Eastern Consolidated.

Mr. Tapper has 19 years of experience in the commercial real estate industry. Throughout his career he has negotiated over \$1.5 billion in real estate transactions in every asset class from multifamily and mixed-use buildings, to development sites, and single-tenant net leased retail and medical office.

Mr. Tapper is a widely known and respected broker in the New York City marketplace, with sales of over 2,000,000 sq. ft. of property. His most notable transactions include the \$90 million sale of 37 Flatbush Avenue, a 230,000 SF property in the heart of downtown Brooklyn, and the 18-building portfolio of mixed-use buildings that Mr. Tapper exclusively represented on behalf of Lee Estate, achieving benchmark pricing of \$107 million.

Mr. Tapper works with the complete range of investors; from the institutional and nonprofit, to publicly traded and private family investors. He was selected to exclusively represent the Ackerman Institute for the Family, and led his team to achieve record pricing on this development site. His team also identified and negotiated the acquisition of Ackerman's new location with more space in Madison Square Park, all while helping them significantly increase their endowment in the arbitrage.

Mr. Tapper graduated from Cornell University and is a licensed Broker in New York and Connecticut and is a licensed Real Estate Instructor in New York. He is a member of the Cornell Real Estate Council and the Urban Land Institute, and serves on the Board of CompassionateLEE.

Notable Awards Include:

- Eastern Consolidated Rising Star

EXPERIENCE

- 2018 to present: Senior Managing Director, Lee & Associates
- 2004 to 2018: Principal, Senior Director, Eastern Consolidated

EDUCATION

- Bachelor of Arts, Cornell University

COMMUNITY INVOLVEMENT

- Member, Cornell Real Estate Council
- Member, Real Estate Board of New York (REBNY)
- Member, REBNY Sales Broker Committee
- Member, Urban Land Institute (ULI)

SELECT TRANSACTIONS

- Lee Estate Portfolio: \$107,000,000 sale of an 18-property portfolio in Williamsburg, Brooklyn, NY.
- 37-53 Flatbush Avenue, Brooklyn, NY: \$90,000,000 sale of a 230,000 SF redevelopment site.
- 239-47 Bedford Avenue and 156-170 N. 4th Street, Brooklyn, NY: \$66,000,000 sale of a 72,000 SF retail and residential building with additional development rights.
- 22-24 West 38th Street, New York, NY: \$43,500,000 sale of a 70,000 SF, 12-floor, office building.
- 537-545 W 27th Street, New York, NY: \$42,000,000 sale of a development site with 125,000 buildable SF.
- 143 Roebling Street, Brooklyn, NY: \$33,000,000 sale of a 104,600 SF mixed-use IMD loft building.
- 329-341 Bleecker Street and 89 & 91 Christopher Street, New York, NY: \$32,342,000 sale of a six-building corner portfolio containing 47 apartments and 7 stores.
- 305 West 48th Street, New York, NY: Creation of a 99-year leasehold for a 59,000 SF hotel development, valued at \$30,000,000.
- 731 Flushing Avenue, Brooklyn, NY: Creation of a 99-year leasehold for a 60,000 SF office building, valued at \$28,000,000.
- 629 Courtlandt Avenue, 1680 Southern Boulevard, and 4035 White Plains Road, Bronx, NY: Creation of a 99-year leaseholds for three school buildings with a combined 66,000 SF, valued at \$20,000,000.
- 131 Duane Street, New York, NY: \$18,500,000 sale of a 30,000 SF mixed-use building with approximately 4,000 SF of additional air rights.
- 149-151 East 78th Street, New York, NY: \$18,250,000 sale of a development site with a zoning floor area of 23,661 SF.
- 13 Greenpoint Avenue, Brooklyn, NY: Creation and financing of a Joint Venture for this development site with a zoning floor area of 89,347 SF.
- 3300 Netherland Avenue and 574 West 235th Street, Bronx, NY: \$16,200,000 sale of an 81,880 SF multifamily building with internal parking and the adjacent 5,000 SF multi-tenant retail building.
- 242 West 27th Street: \$14,000,000 sale of an 18,114 SF, six-story office building on the FIT campus.
- 19 Beekman Street, New York, NY: \$11,200,000 sale of a 25,039 SF medical building with 21,000 SF of additional air rights, occupied by multiple medical office.
- 353 West 48th Street: \$11,000,000 sale of a 23,000 SF retail and office building with an additional 4,000 SF of air rights.
- 900 First Avenue: \$10,875,000 sale of a 7,039 SF multi-tenant retail condo.
- 500 Broome Street, New York, NY: \$9,550,000 sale of a 7,500 SF mixed use building with 3 retail, 1 office and 3 residential tenants.
- 357 Flatbush Avenue, Brooklyn, NY: \$8,900,000 sale of an 8,000 SF mixed-use building with 14,500 SF of additional air rights.
- 659 10th Avenue, New York, NY: \$4,200,000 sale of a 6,850 SF mixed use building, delivered vacant for redevelopment.