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# BEN TAPPER

Director of National Investment Services Group  
Senior Managing Director

New York, NY

Ben Tapper is the Director of the National Investment Services Group and a Senior 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.
- 37-53 Flatbush Avenue, Brooklyn: \$90,000,000 sale of a 230,000 SF redevelopment site.
- 239-47 Bedford Avenue and 156-170 N. 4<sup>th</sup> Street, Brooklyn: \$66,000,000 sale of a 71,627 SF retail and residential building with additional development rights.
- 104-01 Foster Avenue, Brooklyn: \$38,000,000 sale of a 265,920 SF one-story industrial building with two floors of office space.
- 143 Roebling Street, Brooklyn: \$33,000,000 sale of a 104,600 SF mixed-use IMD loft building.
- 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.
- 357 Flatbush Avenue, Brooklyn: \$8,900,000 sale of an 8,000 SF mixed-use building with 14,500 SF of additional air rights.
- 950 Hart Street, Brooklyn: \$5,750,000 sale of a 17,550 SF residential IMD building with 4,950 SF of additional air rights.
- 910 Union Street, Brooklyn: \$5,500,000 joint venture creation for the redevelopment and expansion of a 15,891 SF former school.
- 23 – 31 Garfield Place, Brooklyn: \$5,200,000 sale of a development site with 33,600 buildable SF.
- 67 Remsen Street, Brooklyn: \$3,250,000 sale of a 5,000 SF townhouse, delivered vacant for redevelopment.