



## 2021 Ones to Watch: Lyle Alper, Vanderbilt Realty

September 21, 2021 - Spotlights

Name: Lyle Alper

Title: Director-Investment Sales

Company Name: Vanderbilt Realty

Real estate associations or organizations that you are currently a member of: Institute of Real Estate Management, Community Housing Improvement Program (CHIP)

What recent project, transaction or accomplishment are you most proud of?

I recently closed a transaction for a 71,000 s/f office complex in Ronkonkoma, Long Island. I represented both the buyer and seller in this deal. There were many hurdles to clear, from the initial Letter of Intent to the contract of sale, but through closing I was able to bridge the gap between the parties. The seller's CMBS loan was assumed by the buyer.

How do you keep your team motivated despite conflicts and obstacles?

My goal is to always be fair, honest and transparent with everyone I work with. My positivity and passion for the business is relentless and I implore our staff to be as passionate as I am.

Who was/is your mentor and how did s/he influence/help you in your career?

A very close family friend, owns and manages properties. I admired him tremendously growing up and he's given me excellent guidance and advice. He's been a wonderful mentor for me in my career thus far.

Favorite quote:

"Impossible is not a fact. It's an opinion. Impossible is potential. Impossible is temporary. Impossible is nothing." – Muhammed Ali

How do you contribute to your community or your profession?

I've attended numerous industry conferences and love connecting and sharing insights with other real estate professionals. I also try to stay informed and active in my local community around issues affecting the real estate professional community and other issues I'm passionate about.

What did you want to be when you grew up?

I wanted to go into the commodity trading business with my family. The business changed

dramatically due to technology, and I decided to look at other opportunities to be a part of the investment world.

What led you to your current profession?

I knew I wanted to be in real estate, but I wasn't sure exactly what I wanted to do. My mentor was able to help me figure out what my key strengths were and what aspects of the industry I was really interested in. Shortly after that I found my current role at Vanderbilt Realty.

Top three things on your bucket list:

1. Golf at Augusta National
2. Ski all around the world
3. Retire to Florida

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