



JAMES FAMULARO

SENIOR DIRECTOR, PRINCIPAL

James Famularo, a Principal and Senior Director in the Retail Leasing Division at Eastern Consolidated, is widely regarded as one of New York City's top retail leasing brokers.

A veteran dealmaker, Mr. Famularo has leased over one million square feet of retail space during his 15-plus-year career, negotiating over 700 leases for food and beverage related establishments, many headed by well-known restaurateurs and Michelin-starred chefs. His vast network of contacts enable him to quickly and efficiently identify appropriate tenants and close on average one deal a week often securing benchmark pricing.

In recognition of his successful track record, Costar named him a 2015 Retail Leasing Power Broker, and Eastern Consolidated named him Retail Broker of the Year for 2015.

At Eastern Consolidated, Mr. Famularo heads a team of talented and skilled brokers that have adopted his work ethic. Experienced representing both owners and tenants, his distinguished track record of success runs the full gamut from fashion to food to fitness. As a native New Yorker, he has an intimate knowledge of the New York metropolitan area and is frequently interviewed as a retail expert by local and national news organizations.

Some of Mr. Famularo's recent deals include arranging a 10,000-square-foot lease for the Hunt and Fish Steakhouse in the AKA Hotel, which is thriving at 125 West 44th Street; finding a perfect space for Michelin-starred chef John Fraser's "Nix" vegetarian restaurant on University Place; securing Zuber & Company, a French design firm used by Jackie Kennedy in the White House, for a space at 4 West 19th Street; arranging a lease in record time for a Michelin-starred chef at Seoul Bistro restaurant in the new Holiday Inn in Downtown Brooklyn; and helping change Tribeca's Reade Street into a kid-friendly corridor by arranging leases for Jacadi, Livly, Reade Street Prep Academy, a dance studio, and children's language center.

He is a member of the International Council of Shopping Centers (ICSC) and the Real Estate Board of New York (REBNY) and serves on the REBNY Retail Committee.

SELECT TRANSACTIONS:

- Momofuko - 232 Eighth Avenue
- Poulette Chicken - 426 Amsterdam Avenue
- Michel Cluizel - 199 Madison Avenue
- The Egg Shop - 149-151 Elizabeth Street
- Spring Street Natural - 98 Kenmare Street
- Hunt & Fish Club NYC - 123-131 West 44th Street
- Dovetail - 72 University Place
- Zuber - 2-6 West 19th Street
- Jacadi - 106 Reade Street
- Julie's Beet - 210 West 80th Street
- Peter Stern - 177 Mott Street
- Cafe Grumpy - 177 Mott Street