



2017 Year in Review: Mario Faggiano, EXR

December 19, 2017 - Spotlights

Name & Title: Mario Faggiano, Co-founder

Company Name: EXR

Address: We have three:

111 North 12th street 11211 Brooklyn, NY;

160 Havemeyer Store # 7, 11211 Brooklyn, NY; and

1109 Fulton Street, 11238 Brooklyn, NY

What was your most notable project, deal, transaction or professional achievement in 2017?

EXR tripled in size to 150 sales people and managers, built out an industry leading technology stack and completed some of the boroughs most notable or interesting transactions:

- Suit Supply at The William Vale hotel;
- Office space for Judlau at the Hecla Iron Works office property. Judlau is the engineering firm doing the L train contract;
- Prism, a world leading fashion house taking office space;
- Greats, an exploding shoe start up brand taking office space; and
- Lease for Hoxton Hotel Developers. We signed a lease for office space while they build their new Williamsburg hotel / The Hoxton.

What was the best decision you made in 2017 and why?

To heavily reinvest in technology, open a third office and triple in size.

Who or what contributed to your success in 2017 and why?

A relentless team and a relentless vision of how real estate can be transacted online in the future.

What trends will impact your business in 2018?

The exploding office market in Williamsburg. The L train shut down. The international brands pouring into Brooklyn.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540