



Year in Review 2018: Joseph Aquino, JAACRES

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Name & Title: Joseph Aquino, President

Company Name: JAACRES

Address: 101 West 55th Street, 11th Floor, New York, NY 10019

Website: www.jaacres.com

What was your most notable project, deal, transaction, or professional achievement in 2018?

I've aligned myself with Lunson Mitchenall in all my London and U.K. dealings and now I have a permanent office within their Piccadilly Circus offices. They are the premier landlord/tenant rep. brokers having 35 seasoned veterans and being in business for over 30 years.

Last year we started our search for a 35,000 s/f U.S. based entertainment user in one of London's fabulous tourist hubs. We are also bringing tenants here to the United States along with trading office buildings and hotels throughout America, Europe & Asia. They do cross boarder deals and now they are exchanging business across "The Pond."

What was the best decision that you made in 2018 and how did it impact your business?

I thought I should work for one of the big firms and after meeting with everyone, I realize I was totally comfortable in my own skin and I was able to build my own big firm and the service I was to give was to be true and excellent. With my team of 24 secret brokers from my (SBS Group) Secret Brokers Society we cover Hong Kong, Shanghai, London, Spain, Paris, Italy, Los Angeles, Washington D.C., Atlanta, Boston, San Francisco, Montreal and Toronto. Also, we are trading hotels & office buildings besides retail, office and industrial leasing. We compete nicely!

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