

## Quintessentially hires Director of APAC

Jonathan Benarr joins Hong Kong arm of global lifestyle real estate firm, as annual acquisitions approach the HK\$1billion mark

Quintessentially Estates has hired Jonathan Benarr to lead its operations in APAC.

The investment specialist and former television presenter joins the Hong Kong office after stints at Buy Berlin, IP Global and his own commercial brokerage, Fifth Element, which will be incorporated into the business.

Belgravia-based QE set up a base in the region in 2016, and acquired HK\$1billion of property for its clients globally in 2018; with the addition of Benarr's network of funds, family offices and private equity groups, the plan is to double that figure over the next 12 months.

The firm promises access to "unique off-market buying opportunities in the world's most attractive property markets", along with letting and management services.



**Jonathan Bennar (pictured):** “There is a huge appetite in Hong Kong for the elite level of service Quintessentially Estates provides and I am excited to be leading our growth in APAC. We will continue to pursue prestigious properties for our clients, seeking off-market and once-in-a-lifetime opportunities not available elsewhere.

“We will be the only London-focused letting and management company in Hong Kong, securing the highest calibre of tenant for our clients, and offering peace of mind to investors who own properties in the English capital.

“We will introduce our global network of elite clientele to outstanding off-market opportunities in the key sectors of Hospitality, Office, Industrial, and Development although we can access most sectors as required. Europe will be our primary focus as the global demand for assets and opportunities in this region remains insatiable.”

**Penny Mosgrove, CEO of Quintessentially Estates:** “Our Hong Kong office represents a bridge between Asian capital and Western real estate and we are delighted to have secured some exceptional deals to date on behalf of our clients. With Jonathan now on board, we are ramping up our activity in the APAC regions and have exciting plans for future growth.”

The team in London notched up a landmark deal earlier this year, brokering the sale of the largest penthouse in Clarges Mayfair for a sum in excess of £55m.