

One Customer at a Time

Honesty and integrity are Kaminoff's founding principles

By Noah Fowle

Despite having only moved to the area three years ago, Leslie Kaminoff is quite familiar with the Upper West Side—and the rest of the city's hottest neighborhoods.

As a veteran of the asset and resident property management industry in New York, he has made it a point to familiarize himself with both the people he serves and their communities. A native of the Bronx, Kaminoff started his company AKAM Living Services more than 23 years ago with the goal of giving the real estate business a more personal touch. Now, at 51, and with his business booming in all five boroughs and spreading across the country, Kaminoff could not be more pleased.

Kaminoff said he was first introduced to the real estate business while working at Mount Sinai Hospital.

"I enjoyed the fact that I saw results and could make changes in the quality of peoples' lives," he said. "This type of job I have the ability to change my customers' lifestyle and day to day living. That's pretty cool."

When Kaminoff decided to go into business for himself, he wanted to correct the lack of professionalism that he thought was so rampant in the real estate industry. At age 26 he started with a single property that had only 12 units in Washington Heights. Since then, Kaminoff has built his business piece by piece and customer by customer, priding himself on never purchasing another business.

"Honesty and integrity is what AKAM was founded on, and it is still what's most important to me even today," he said. "I was never interested in buying up a grocery store.



Leslie Kaminoff strives to bring a personal and professional touch to real estate transactions.

But if I can improve someone's lifestyle by offering them a service where AKAM delivers their groceries, then I'm all for it."

Since starting AKAM and expanding to Florida, Kaminoff has become one of the most respected names in real estate management. He taught as an adjunct professor at NYU's Real Estate Institute, wrote a pair of books that help navigate the real estate business, and contributes much of his time to a variety of industry organizations, including a term as governor for the New York Chapter of Registered Apartment Managers. Most recently he received the "Dedicated to the Industry Award" from the New York Association of Realty Managers for his innovation in the local real estate arena.

Despite all of his professional successes, Kaminoff remains most proud of the accomplishments with-

in his family. Married and the father of three children, he glowed when he reported that his oldest daughter, Alexis, had just graduated from college.

"I'm proud to say that she has already agreed to join AKAM as an assistant property manager," he said.

And despite splitting time between the Upper West Side and his family's home in Florida, Kaminoff easily chose sides between his dual residences.

"I just love New York City and the Upper West Side," he said. "It really is the coolest neighborhood to live in." ●

