



2021 Year in Review: Joseph Aquino, JAACRES

December 28, 2021 - Spotlights



Name: Joseph Aquino

Job Title: President

Company Name: JAACRES

What was the biggest lesson you learned while working during the pandemic?

The biggest lesson I learned was not to run for the hills. Many people left the city and lived full-time in their summer homes. I remained in New York City during the pandemic, despite all the uncertainty and social unrest. I saw stores being broken into and protesters fighting police officers, right under my window. Personally, I never felt the threat of COVID: Only the effects it brought to society. I managed to stay focused on the market. I saw many retailers go out of business, office buildings go empty, hotels close—some of them never to reopen—and restaurants that turned people away because they weren't vaccinated. During this period, I helped many of my customers negotiate with their present landlords, or relocate. I also helped a new wave of retailers and office tenants to enter the marketplace. Transaction-wise, I had a good year. I wish it had not happened under these circumstances.

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