



2021 Year in Review: Mary Guarino, ERG Commercial Real Estate

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Name: Mary Guarino

Job Title: Director of Finance

Company Name: ERG Commercial Real Estate

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

While working in the real estate industry, it's imperative to recognize that the real estate market is constantly fluctuating. However, during the pandemic, there was a huge wave of uncertainty. This presented a challenge when communicating with clients. It was unclear how this pandemic would impact New York real estate and more importantly the value of properties. The biggest lesson I learned while working during the pandemic is that you have to be prepared to pivot and adapt quickly to the current circumstances.

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