

Joseph Caridi

Chief Operating Officer

Colliers International, NYC Tri-State Region

How long have you been in the business?

Twenty years.

What made you decide to get into real estate?

While I was attending law school, I began working for a real estate attorney. The work really appealed to me, so I chose to pursue a career in commercial real estate whereby I could leverage my law background.

Who inspires you?

I have been fortunate to work closely with Mark Jacom, the CEO of Colliers International's Tri-State Region. Mark is the consummate leader who knows how to motivate his team and enable everyone to perform at their peak level.

What pushes you to the next level?

A desire to be the best at everything that I do. In real estate, there is always the next deal to chase, the next level to attain, the next person to meet. Achieving that next step wouldn't be possible without the experiences and people I have met and gained insights from along the way.

What is the hottest deal you have made to date?

Joining this firm in 2008.

What is your secret weapon for sealing a deal?

Collaborating with our dynamic brokers and industry-leading consulting group. My chief role is to provide them with the tools and resources that will allow them to close deals and win new business.

What is the hottest area for deals right now?

From our firm's standpoint, both the tenant rep. professionals and national account executives are all on fire — and not just in New York City. Out of this office, we are making great connections and closing deals in our backyard and across the globe.

What's the best season for deals?

Historically, it tends to occur during the fourth quarter of the year.

If you had to work in a city other than New York, where would it be?

There is no other city for me!



Joseph Caridi joined Colliers International as executive vice president in 2008, when it operated as FirstService Williams. He is currently chief operating officer, NYC Tri-State Region.

Caridi possesses more than 15 years of real estate experience. He served as executive director for Newmark Knight Frank as part of the firm's New Jersey operation. In 2006, Caridi was promoted to executive director of brokerage and advisory services in the New York Tri-State Region. In this role, he managed Newmark Knight Frank's brokerage operation. He was responsible for overseeing Newmark Knight Frank's recruiting, growth initiatives, and development of the firm's junior and mid-level professionals.

Prior to joining Newmark Knight Frank, Caridi served as chief operating officer at Ivy Realty Services, LLC. In that role he was responsible for the supervision of all acquisitions, leasing, property management, development and financial matters. In his previous role as senior vice president and co-director of Reckson Associates Realty Corporation in Short Hills, NJ, Caridi successfully completed over 450 transactions, totaling more than five million square feet with top-tier corporate tenants.

What's the best piece of advice you would give to someone starting in this business?

Here's what I would tell them: The commercial real estate services industry can be one of the most satisfying and lucrative businesses in the world. But there is a catch: You must be incredibly self-motivated and fully committed to achieving success. If you aren't dedicated 150%, then you will fail because this industry is full of creative, highly talented and driven individuals.