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2019 Annual Review: Justin Manning of JJManning Auctioneers

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Justin Manning
JJManning Auctioneers

What was your greatest professional accomplishment in 2019?

Being able to balance and run this company while helping my best friend, partner and wife of 23 years, Lynn, beautifully battle breast cancer.

What was your most notable project, deal or transaction in 2019?

We conducted an absolute auction of a commercial building right next to TF Green airport. The property was the former site of Dollar Rent A Car. The family had it on the market for over three years. We had 11 bidders compete in the auction and it brought close to the last list price in just 2.5 months.

What are your predictions for commercial real estate in 2020?

Commercial real estate will be greatly affected by the next election and the decisions made by the current or new leader of the free world. If interest rates stay low, then that factor will continue to help keep space full. If rates jump, then that can create a slippery slope. Overall, I don't believe 2020 will change much. We are more likely to see more dramatic changes in 2021.

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