



## WHO'S WHO

# IN Real Estate

### John Cairo

DIRECTOR, STRATEGIC FUNDING ALTERNATIVES (SFA)

Cairo's role involves many facets of activities such as acquisitions, financings, property management, leasing capital improvements and dispositions. In addition, he works to build strong relations with investors, tenants and other professional partners side by side with his team. In just two years at SFA, Cairo has helped in growing its portfolio of buildings from 20 to 30 sites and its total square footage from 600,000 to 1.3 million.

*"The commercial real estate industry is fast-paced as are changes in market trends. These last few months have been challenging for everyone but we at SFA have found our portfolio of low-rise, less densely populated office parks with great exterior space are in high demand as companies look to move outside of more urban areas. So, keeping an open mind and long-term view through troubled times is important."*



### Adam Rose

PRESIDENT, ROSE COMMERCIAL REAL ESTATE

As founder and president of Rose Commercial Real Estate, Rose has spent 32 years playing key roles in all facets of the company, from strategic planning and marketing to business development and client relations. A strong proponent of supporting the community, Rose has served on the board of several organizations, including the Jewish Senior Housing and Healthcare Service and Kellman Brown Academy.

*"Over the years, there has been an increase in competition and advances in technology, which are reshaping the commercial real estate industry. While the latter has helped see us through these past few months, COVID has challenged us all. Yet the fundamentals remain—work hard and adapt to change. It is a time for learning to appreciate the good times, grab hold of opportunities and maintain a positive outlook for the future."*



### Kevin Burns

VICE PRESIDENT, MARKEIM CHALMERS, INC.

Over two decades ago Burns received his real estate license and he has been specializing in the sale and leasing of office properties at Markeim Chalmers ever since. Additionally, he holds the responsibility of client relations. He is committed to helping his community outside of real estate by serving on the Haddonfield Zoning Board for 10 years and he is a current member of the Haddonfield Lions Club, the Businesses Committee to South Jersey and the Chamber of Commerce Southern New Jersey.

*"Three phrases come to mind that are the most rewarding part of the commercial real estate business—client satisfaction, repeat business and getting deals done. To me, these are all rewards but nothing is better than working with a great team—one led by someone I hold in high regard and who openly recognizes the value I bring to the company. I enjoy coming to work every day and it is the people that make it possible."*