



John Adderly

Executive Vice President - Managing
Director

NAI Mertz

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Scope of Responsibilities

John Adderly, Executive Vice President and Managing Director, brings the perspective of the corporate real estate executive and investor to the benefit of clients. John has extensive experience acquiring, financing, developing, leasing, managing and disposing of assets enabling the delivery of unique insights and a beneficial perspective to landlords, tenants, buyers or sellers. An accountant by education, his attention to detail and the bottom line is an asset to realizing performance goals.

John acquired, financed, managed, leased, and developed premier office, industrial, retail and flex portfolios for some of the nation's leading public and private real estate investment firms. He has facilitated more than 20MM square feet of leases and capital transactions representing over \$30B in value. Among his many credits he is known for a strong track record of enhancing portfolio value while driving corporate growth. John is a highly effective strategist and creative problem solver that has built and led teams and companies to realize growth objectives while enhancing profitability.

Background & Experience

Immediately prior to re-joining NAI Mertz John served as CEO to In-Rel Properties where he directed the transition of the company taking over day-to-day management and leasing of the owned portfolio of approximately 3MM square feet of office and retail space in 6 states. Under John's leadership the company increased occupancy, improved net operating income and cash flow; and, enhanced the portfolio while leading the refinance of an 8 property portfolio in a \$92.5MM CMBS loan as well as acquiring a 300,000 square foot office building and a regional mall.

Prior to In-Rel John served as Vice President of Mack-Cali Realty Corporation with full responsibility for leasing and property management in the Mid-Atlantic Region. He had direct oversight of 74 office and office/flex properties totaling 5.5MM square feet and was additionally responsible for 1.5MM square feet of development sites. Under John's direction occupancy and rental rates outperformed the market and in aggregate for each region represented.

Prior to Mack-Cali John served as Senior Vice President with firms including The Arden Group, Brandywine Realty Trust and The Rubinstein Company where he had full responsibility for acquisition, disposition, financing and joint venture structuring for national portfolios. When joining Brandywine the Trust had 4 assets and a market capitalization of 10MM dollars. By the end of his tenure there were over 240 assets in the portfolio with a market capitalization of over \$3B dollars which established the firm as a dominant company in multiple markets.

Professional Affiliations & Designations

- Licensed Real Estate Agent, New Jersey, Pennsylvania & Florida
- Winner – Best Suburban Office Sale, Philadelphia Business Journal
- Winner – Best Suburban Office Lease, Philadelphia Business Journal
- NAIOP Past Board Member, Greater Philadelphia & New Jersey Chapters
- NAIOP Past Chairman, Capital Markets Forum & Leasing/Marketing Forum
- Past Advisory Board Member, Jefferson Bank, New Jersey
- Past Treasurer & Board Member, Businesses Committed to Burlington County

Educational Background

Temple University, B.S. Accounting