



**Michael Burns**

Associate  
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**Scope of Responsibilities**

Mike joined the Demmers & Verducci Industrial Team with a focus on tenant representation. He will focus on guiding tenants through the acquisition and leasing of industrial properties by identifying strategic locations, negotiating favorable terms, and aligning real estate strategies with broader business objectives. He supports clients in site selection and market positioning through demographic analysis, labor force evaluation, transportation access assessments, and comparative market research to determine optimal operational locations.

**Education**

Syracuse University - J. Whitman School of Management  
B.S in Finance and Real Estate  
Member of Delta Sigma Pi, Xi Tau Chapter

**Professional Affiliations**

- NJ Licensed Salesperson
- Member of ULI
- Member of Commerce & Industry
- Currently enrolled in SIOR program
- Currently pursuing IOREBA membership

**Accolades**

- Voted "Team Intern of the Year" in 2025