

TERRY COTTEN

Terry Cotton embarked on his career with Southern Management in 1991 as a credit counselor at Southview. Displaying an innate aptitude for leadership, he quickly grew his skillset and learned everything he could about property management, earning him the role of assistant property manager in 1992. Terry was promoted to property manager at Marlborough House the very next year.

Terry's expertise was leveraged as he took on the role of property manager at several locations over the next 25 years, including Penn Southern, University Gardens and Oxon Hill Village. Corporate Office. His journey continued in January 2018 when Terry became a vice president of Property Management.

Since becoming a member of the Southern family, Terry has been instrumental in nurturing and elevating talent. He has promoted over 40 team members, with more than half of them stepping into the role of property managers themselves. Not only does Terry embody the Three Rs and Three Ms, but his influence and commitment to excellence contribute to Southern's exceptional reputation within the multifamily real estate market.



**VICE PRESIDENT
PROPERTY MANAGEMENT**

HIRE DATE

1991

