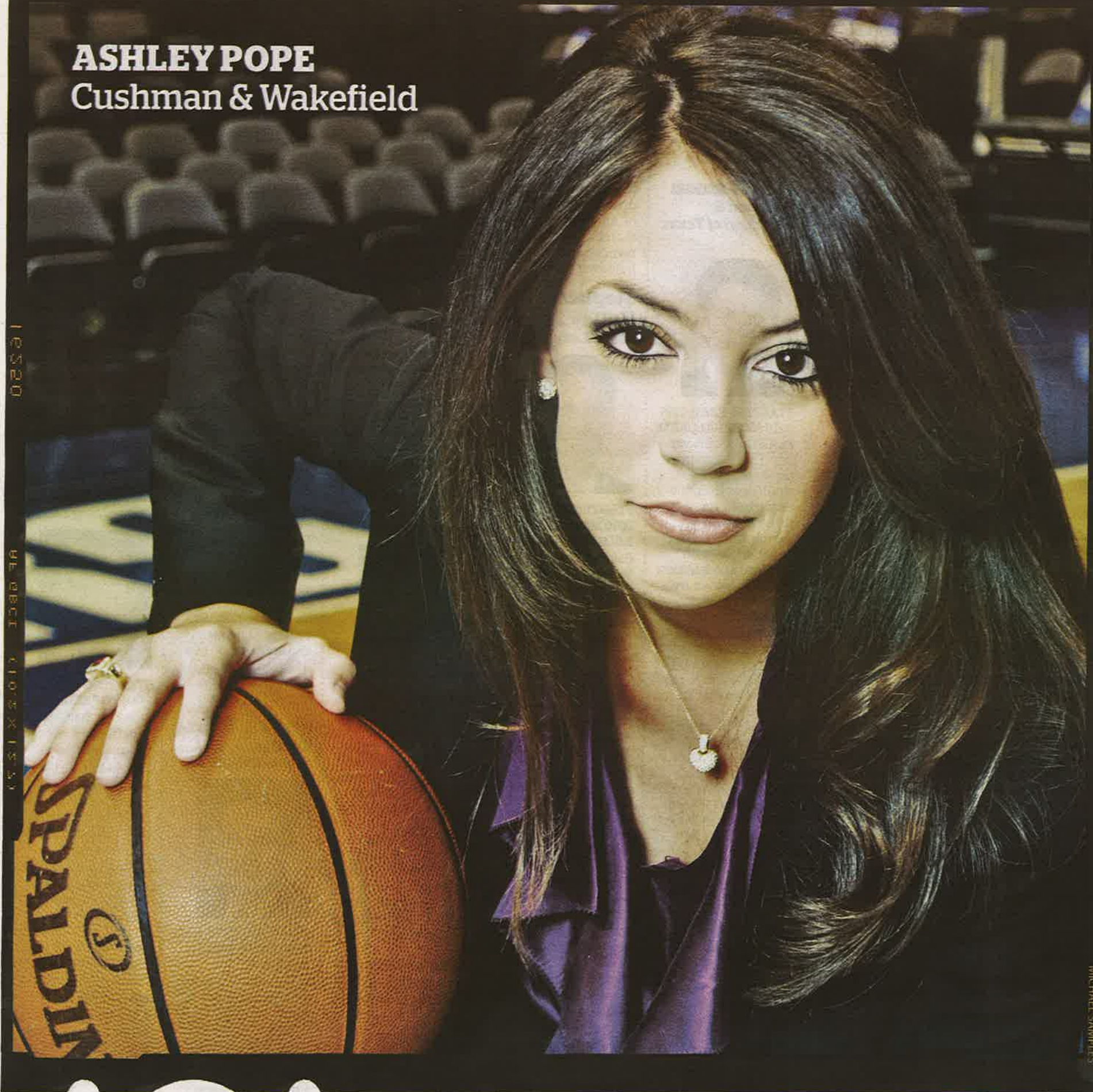


ASHLEY POPE
 Cushman & Wakefield

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MICHAEL SAMPLES

Slam dunk: follow the signs and jump in with both feet

BY MAI LYN NGO | STAFF WRITER

All the signs were there for Ashley Pope to get into real estate. Her father and brother are both brokers, she grew up looking at properties with her dad during the weekends, and she married an office broker. Yet Pope waited until a tough economic climate before jumping in with both feet.

Pope attended Southern Methodist University and graduated with a degree in corporate communications and public affairs. After transitioning into real estate during an economically challenging time, Pope

finally hopped onto the family bandwagon of real estate connoisseurs.

Pope joined Cushman & Wakefield of Texas Inc. in 2008. For the first six months, she worked in the research department and took time to learn the industry before becoming an associate in January 2009. Her first year, Pope had the opportunity to work with many clients. After becoming an associate, she teamed up with a senior partner and learned the ropes. In the past year she was able to close 12 projects.

"We were able to successfully lease a 350,000-square-foot building for them in

Grand Prairie. That was a huge success my first year as a broker," said Pope.

One highlight of her career, so far, was getting a chance to work with her father, a well-known broker from Houston. She remembers showing properties with him as a child on the weekends, and now has the chance to be involved in the process from beginning to end.

Pope always keeps her eyes and ears open and tries to soak in as much knowledge about the business as possible from her colleagues. Getting into the business she learned quickly that "high heels and

industrial real estate don't mix."

When it comes to closing a deal, Pope says the key to seeing it through is the relationships she builds with her clients. One of her toughest transactions, she says, involved a property that had many challenges tied to it.

"There were underground storage tanks that had been removed, and that usually sends buyers running in the other direction," she said. "(But) we were able to sell that asset in 2010."

mngo@bizjournals.com | 214-706-7117