



Subscribe for Free

If you don't see images, [click here to view](#)
[Story Ideas](#) . [Events](#)

To ensure delivery, please add newsletter@bisnow.com to your address book, [learn how](#)



January 24, 2014

POWER WOMEN!

*Focus, gain clarity and achieve results with **Sports Club/LA** in the heart of downtown. **100k SF waiting for you** to meet your fitness goals. Click [here](#).*

The headline says it all. We called up all our best sources to come up with a list of the most **impressive women** in commercial real estate. Some are in **sales**, some in **finance**, some work for the **government**. But they're all **game-changers**. Bonus: This will be the one article you read about women that doesn't ask you to psychoanalyze **Lena Dunham**. (Though Lena, if you get into real estate in Bushwick, give us a call.)

SHERRY CUSHMAN



We're leading off with Cushman & Wakefield's **Sherry Cushman**, who has spent the past 16 months in her dream job: building up C&W's national legal sector advisory, which now has **250 brokers** that focus on law firms. She's in the midst of a **17-city symposium** to roll out the company's national stats that focus on the drivers of real estate decision making. The **dream job** is the cherry on top of a lifetime of impressive achievements, like founding the law firm practice group at Studley, where she worked for nine years and repped **Morgan Lewis'** move to 1111 Pennsylvania Ave, followed by the same job at CBRE where she also represented **Baker & Hostetler** in both DC and its Cleveland home. Morgan Lewis' move to 1111 Pennsylvania Ave was a six-year pre-lease; by the time the firm moved in, its rent was **\$15/SF below market**. (When we were born, we signed a 30-year lease in our parents' house, though they weren't aware of it at the time.)





**CLASS A OFFICE
MEDICAL SUITES
UP TO
23,000+ RSF**

GET DETAILS





In her first year at Studley, Sherry (with current colleagues **Brian Dawson** and **Scott Mason**) brought in 350k SF of business (earning her Rookie Broker of the Year), though she **didn't make a penny** for her first three years. By the time she got her first commission check, Sherry owed the company a great deal of money, had burned through her savings, and tapped family members for loans. "I paid everyone off and at that point in time, I said 'I will **never be in this position** again.'" And 20 years later, she hasn't. Growing up, Sherry and her sister played boys' baseball, basketball, and football (the only girls in the entire league). And to date, she's completed **20 triathlons** (she started in her late 20s and turns fabulous 50 this August). Sherry mentors many young women in the industry and tends to lean toward hiring athletes who understand the "**no pain, no gain**" mantra—that winning and losing is part of the biz, and it requires the ability to bounce back.

NSTA Certified as an independent member of Insta International

**Funds Scramble
For Deals That
Meet Investor
Expectations**

**What does
CohnReznick
think?**

In today's commercial real estate market, you need technical accounting expertise, proactive insight and transformative advice that guides your business forward.

► Find out more.

COHNREZNICK
ACCOUNTING • TAX • ADVISORY

Knowledge
Perseverance
Integrity

Cambridge

Is Pleased to Announce
That in 2013

Cambridge

COMMENCED DEVELOPMENT OF
a \$150 Million
Veterans Affairs Health Care Center
in Charlotte, NC

**Provided Asset
Management & Leasing
Services for
3,244,129 Square Feet
of office & industrial properties**

Leased
in excess of 400,000 Square Feet with
a total transaction value in excess of
\$43,754,053

**Provided Construction
Management and General
Contracting Services
For 576,518 Square Feet**

THANK YOU
*To All of Our Clients & Partners For
Making These Achievements Possible*

**Investment
Management**

Development

Asset Management

Marketing & Leasing

Property Management

Construction

HEADQUARTERS

8391 Old Courthouse Rd.
Suite 210
Vienna, VA 22182
Tel: 703.709.8866
Fax: 703.709.0638

MARYLAND

7474 Greenway Center Drive
Suite 140
Greenbelt, MD 20770
Tel: 301.982.3112
Fax: 301.982.5408

BALTIMORE

10 S. Howard Street
Baltimore, MD 21201

Park Center Plaza
4401 Ford Avenue
Suite 550
Alexandria, VA 22302
Tel: 703.671.5082
Fax: 703.671.4173