



## Pope Hackney Principal

**Summary** With the exception of a two-year period where Pope earned an MBA with a concentration in real estate from the University of North Carolina's Kenan Flagler Business School, Pope has spent his entire 15 year career working in commercial real estate in Hampton Roads. Prior to opening the 7 Hills Hampton Roads office with Damon Josue, Pope was an Associate Director at JLL where he was one of the top revenue producers annually. Pope began his career underwriting all types of commercial property as an investment sales analyst at CBRE.

**Experience** **7 Hills Advisors, Virginia Beach, Virginia**  
Pope's experience representing national, regional, and local users of commercial space allowed him to recognize the importance of specialization and the importance of integrating project management with brokerage. Pope is dedicated to achieving the most favorable economic terms while also delivering a space that fully supports his client's operations.

### **JLL, Norfolk, Virginia**

Xerox	107,000 square feet
Movement Mortgage	95,000 square feet
New York Life	24,000 square feet
Southern Trust Mortgage	18,000 square feet
ABS Technology Architects	10,000 square feet
T Parker Host	20,000 square feet
Davenport & Company	26,000 square feet across multiple locations
Alutiiq	15,000 square feet

### **CBRE, Norfolk, Virginia**

During his three years with CBRE, Pope underwrote acquisition, disposition, and development of commercial properties totaling over \$90 million in value.

**Education** Kenan Flagler Business School, MBA  
**Designations** Washington & Lee University, Bachelor of Arts in Economics  
**Affiliations** Guest lecturer Kenan Flagler Business School  
**Achievements** Licensed Broker, Commonwealth of Virginia

**Personal** Pope lives in Virginia Beach with his wife Erin, their son, and two dogs. He coaches youth travel lacrosse and will find any excuse to be on the water fishing or surfing or in the water spearfishing.

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