

Two commercial real estate vets join UCR

David English and Greg Pierce are leaving Colliers International for UCR's retail focus and expanded services

BY BILL HETHCOCK | STAFF WRITER

North Texas retail real estate veterans David English and Greg Pierce have been named executive vice presidents of Dallas-based United Commercial Realty, where they will serve the company's shopping center-owner clients and more than 100 national and regional retailers.

The pair worked for more than a decade as executive vice presidents in the Dallas office of commercial real estate firm Colliers International and its predecessor, Corrigan Real Estate Services, where they consistently ranked among the top producers.

Pierce joined Dallas-based Corrigan more than 19 years ago, and English joined the firm 14 years ago. Colliers acquired Corrigan-Real Estate in 2006.

The duo partnered on projects for Colliers and Corrigan for the past eight years. Pierce and English's longtime executive assistant, Liz Korkames, will join them at UCR.

English specializes in sales of retail income properties, commercial land sales and leasing. Some of his clients include Davis-Moore Buick GMC Pontiac, Direct

Development, Bass Pro Shops and Costco. Pierce's focus is tenant representation with an emphasis on restaurants and specialty retail tenants.

His clients include Tyler's, Toni&Guy, Sunstone Yoga, Ace Mart Restaurant Supply, Snuffer's, Campisi's, Café Brazil, Luna de Noche, Patrizio's and Bailey's Prime.

The two will begin working at UCR in early April.

Sole focus on retail

UCR is a retail real estate services firm that offers property representation, tenant representation, marketing, property management and investment sales services. The company has added asset services and investment sales in the past two years.

UCR manages more than 6 million square feet of retail properties, represents more than 100 retailers and restaurants, and leases more than 31 million square feet of retail property. The UCR investment sales team has handled more than \$2.7 billion in sales of retail properties.

The addition of English and Pierce highlights the depth of UCR's retail services platform,



DAVID PELLERIN

TEAM PLAYERS: Greg Pierce, left, and David English, right, are joined by Mickey Ashmore, president and CEO of United Commercial Realty, where the pair will begin working this month.

said Mickey Ashmore, president and CEO of UCR.

He said the company's sole focus on retail real estate will give English and Pierce a more effective framework in which to operate.

"They saw us add property management, they saw us add investment sales, and I think they realized this was a better place for them to do business," Ashmore said. "I think they saw more opportunity for synergy in

EYE ON RETAIL

NAME: United Commercial Realty
BUSINESS: Retail real estate
HEADQUARTERS: 7001 Preston Road, Ste. 222, Dallas 75206
OWNERSHIP: Private
TOP EXECUTIVE: Mickey Ashmore, CEO
EMPLOYEES: 90
ANNUAL REVENUE: N/A
PHONE: 214-526-6262
WEB: www.ucrrealty.com

a retail-oriented culture."

Pierce and English agreed that UCR's retail focus and its expanded line of retail services were key reasons they decided to switch companies.

"We're going to be doing the same kind of business," Pierce said. "We're just going to have a bigger, broader platform in the Dallas-Fort Worth area and in Texas."

Ashmore's leadership and the team he has assembled also factored into their decision, English said.

"We like the attitude and the spirit of the company," he said.

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