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# Dallas Business Journal



## Super agents

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## TOP INDUSTRIAL TENANT REP

### Scott Asbury

3L Realty Group



**FAVORITE 2005 DEAL:** I had the opportunity to assist a client in the purchase of a 160,000-squa re-foot investment property in Frisco. The deal had a lot of challenges but, in the end, outside-the-box thinking landed an

investment that will pay dividends for them and the surrounding community for years to come.

**WHY REAL ESTATE:** I'm a third-generation commercial real estate broker. But it's really the lack of limitations that makes the profession attractive. Your return is limited only by your effort and creativity.

**SUCCESS STRATEGIES:** A relentless work ethic and integrity are the driving forces behind any successful career.

**2006 EMERGING TRENDS:** The industrial and office markets continue to improve, and every indication is that things will keep going in 2006. The investment market continues to tighten and investment prices are already at record-breaking levels. I do not think that this can keep going forever, but there is still a lot of money chasing very few "good" deals.

**DOWN TIME:** Get out of the country. Cellphones stop working and e-mail opportunities are few and far between. It is a "real" vacation.

**DINING AND DEALING:** Hibiscus for both negotiating and celebrating.

**WHY D-FW:** The endless business opportunities.