



# TRANSPORTATION SPOTLIGHT

PROFESSIONAL: PATRICK WALTON

**NAME:** Patrick Walton, SIOR

**COMPANY:** Cushman & Wakefield  
Commercial Advisors

**TITLE:** Principal

**COLLEGE:** University of Mississippi

**DEGREE:** Bachelor of Business  
Administration Degree w/ a focus  
in Real Estate/Finance.



**Q: How did you select your certification program?**

**A:** The Society Of Industrial And Office Realtors® is the leading global professional office and industrial real estate association. With my focus and expertise on the Industrial side of commercial real estate, the SIOR designation is recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.

**Q: What was the biggest influence in your selection of major/career pathway?**

**A:** I was passionate about commercial real estate graduating from college. Moving to Memphis the first opportunity to get into the business had an industrial focus. With Memphis being “America’s Distribution Center” this confirmed I got my foot in the door on a great business- not just in Memphis but globally.

**Q: What attracted you to the transportation industry?**

**A:** End users in our business utilize the “4 R’s” (roads, rivers, runway and rail) and distribution/warehouse facilities play a vital role in their supply chain modal.

**Q: What is your favorite aspect of your job?**

**A:** I get to deal with many specialist in my field ranging from attorneys and engineers to architects etc. Connecting the dots and helping getting people on same page for the clients goal is a very rewarding part of my job.



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**Q: How do you/your company make a positive impact on society/our community?**

**A:** Community service is very important to our firm. When businesses and new investment is looking at our region we get the chance on the front end of decision making process to sell Memphis!

**Q: What's the most interesting thing you have been able to do in your professional career?**

**A:** People and the relationships you form in our business is always the most interesting and continues to amaze me every day how important this aspect is in your professional career.

**Q: What makes you get up each morning excited about your profession?**

**A:** You have to be motivated- right now I have two kids (Patrick Jr. - 13 months old and Anne Roane- 1 month old).

**Q: If you could go back to high school and select any elective course to take that would have better prepared you for college, what would it be?**

**A:** Never did travel abroad- studying and learning overseas would absolutely be on to do list.

**Q: What advice would you share with K-12 students that are considering your profession?**

**A:** Get in the commercial real estate business right out of school and form as many relationships you can young.

