

For Immediate Release

Cushman & Wakefield | Thalhimer Announces Promotions

RICHMOND, VIRGINIA, February 2, 2017 – Cushman & Wakefield | Thalhimer is pleased to announce the following promotions company-wide:

SENIOR VICE PRESIDENT:

James Ashby IV has been promoted to senior vice president. Jim joined Cushman & Wakefield | Thalhimer's Richmond office in 2004. He has extensive retail real estate experience focusing primarily on landlord and tenant representation as well as representing buyers and sellers of retail-owned assets. Jim has emerged as an industry leader leasing major shopping centers for many national, regional and local owners throughout the Richmond and Fredericksburg markets, as well as the Commonwealth of Virginia. He currently handles close to seven million square feet of retail assets and has been instrumental in the pre-leasing of numerous retail development projects. Jim also leads the Richmond Retail Services Group.

Richard Thalhimer, a retail specialist in the firm's Richmond office has been promoted to senior vice president. Richard has been with the company since 1996 and has more than 25 years of experience with a variety of product types ranging from power centers and strip shopping centers to rehab projects. He has represented REITs and investors alike, while also excelling in tenant representation of medical prospects and retail tenants, site selection, and market analysis.

John K. Nielsen has been promoted to senior vice president. John specializes in landlord representation, tenant representation and site selection services for regional and national retailers as well as the redevelopment and leasing of adaptive reuse historic properties and mixed-use developments within downtown districts. John joined Thalhimer's Richmond office in 2004 and in 2009 relocated to their Roanoke office where he continues retail services for the western portion of Virginia.

FIRST VICE PRESIDENT:

Catharine Spangler with Thalhimer's Capital Markets Group has been promoted to first vice president. Cathy specializes in single tenant net leased and retail investment brokerage across the corporate platform. Cathy is an expert in financial analysis, underwriting and valuation of income producing assets, previously working as a team analyst and senior associate on the brokerage side, helping orchestrate some of the region's most significant brokered investment grade transactions since 2010.

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Pete Waldbauer has been promoted to first vice president. Pete has extensive commercial real estate experience in sales, leasing, development, and property management. Since joining Thalhimer in 2004 he has focused primarily on site selection for big box and grocery retailers throughout Virginia as well as tenant and landlord representation.

Drew Haynie has been promoted to first vice president. Drew joined Thalhimer's Newport News office in 2002 and is a retail specialist active in site selection and tenant representation services for regional and national retailers as well as shopping center representation, land assemblage, asset disposition and investment sales.

VICE PRESIDENT:

Isaac DeRegibus has been promoted to vice president. Isaac joined Thalhimer's Richmond office in 2011 and focuses on industrial and office buyer/tenant representation. Isaac represents national tenants as well as many local and regional firms and effectively utilizes his experience and knowledge to develop and enhance relationships with his clients and to add value to their real estate assets.

Alicia Farrell has been promoted to vice president. Alicia joined Thalhimer's Richmond office in 2011 in the Retail Services Group. Alicia specializes in landlord representation for neighborhood retail centers, strip retail centers, free-standing buildings, land sales and restaurants. She also specializes in tenant representation, assisting national and local retailers with their site selection and lease negotiations.

Geoff Poston has been promoted to vice president. Geoff specializes in the acquisition and disposition of industrial facilities throughout Southside Hampton Roads and has been with Thalhimer's Virginia Beach office since 2011. Geoff has successfully represented local, national and international clients within the region, including Norfolk Southern Corporation, LIDL, Liberty Property Trust, and Norfolk Marine Company.

David Tunnicliffe has been promoted to vice president. David, an associate in Thalhimer's Newport News office since 2011, specializes in retail landlord representation for regional shopping centers, proposed developments, restaurants, free-standing retail buildings and strip centers. He works closely with a number of publically traded companies to pre-lease and lease their centers, from new development to the final product, and existing retail. He also works with national and local retailers in Southeast Virginia.

Kacie Jackson has been promoted to vice president. Kacie specializes in industrial sales and leasing in Cushman & Wakefield | Thalhimer's Greenville office. Kacie's extensive knowledge of the Upstate South Carolina industrial markets has allowed her to nimbly serve both landlords and tenants. Since joining Thalhimer in 2013, Kacie has participated in the leasing of over one million square feet and has sold over 500,000 square feet of industrial space.

SENIOR ASSOCIATE:

George M. Lupton, CCIM has been promoted to senior associate. George is in Thalhimer's Lynchburg office where he focuses on sales and leasing activity throughout Central and Southwest Virginia.

William H. McGoogan, Jr. has been promoted to senior associate. Will joined Thalhimer in 2013 where he specializes in acquisition and disposition of retail properties, and has extensive involvement in corporate services. He has represented a full spectrum of clients, ranging from large corporations with hundreds of properties to small, local entities with one or two sites.

Michael Shaia has been promoted to senior associate. Michael joined Thalhimer's Richmond office in 1992 as a member of the Retail Services Group focusing on landlord and tenant representation. He has been in the commercial real estate industry for more than 25 years, all with Thalhimer.

Dean Martin has been promoted to senior associate. Since joining Thalhimer's Virginia Beach office in 2014, Dean has focused on all facets of commercial real estate with a concentration on the retail sector, including land acquisition, site selection, landlord and tenant representation, retail strategies, pre-development leasing, and development services.

About Cushman & Wakefield | Thalhimer

Thalhimer was founded in 1913 and currently has offices in Richmond, Newport News, Virginia Beach, Fredericksburg, Roanoke, Charlottesville, and Lynchburg, VA; and Charleston, Greenville, SC. The company has over 100 broker professionals and employs over 400 associates. Thalhimer represents, on behalf of its clients, a property portfolio of over 53 million leasable square feet, and management of nearly 25 million square feet of commercial property, and over 7,000 multifamily units. In 2016 Thalhimer completed over 1,900 transactions with a transactional volume over \$1.4 billion. Thalhimer is the region's leading provider of comprehensive commercial real estate services. The firm offers comprehensive commercial real estate services including corporate services, investment sales, tenant representation, construction management, project management, asset management, and the sale and leasing of office, industrial and retail properties.



To learn more, visit www.thalhimer.com or follow @Thalhimer on Twitter.

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About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow [@CushWake](https://twitter.com/CushWake) on Twitter.

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