



James Ashby IV Senior Vice President

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Work Experience

Jim is a Senior Vice President with the Retail Services Group at Cushman & Wakefield | Thalhimer and has been with the firm for 18 years. Mr. Ashby has emerged as an industry leader and has extensive retail real estate experience, focusing primarily on landlord and tenant representation as well as representing buyers and sellers of retail-owned assets.

Mr. Ashby specializes in leasing major shopping centers for many national, regional and local owners throughout the Richmond and Fredericksburg markets, as well as the state of Virginia. He has been instrumental in the pre-leasing of numerous retail development projects, the stabilization of several retail assets in all markets, and he also provides tenant representation services to numerous local, regional and national clients. Mr. Ashby's portfolio of retail properties ranges from 7,000,000 to 8,000,000 square feet and he has produced nearly 1,200 transactions in the last 10 years totaling close to \$200,000,000 in transaction volume. Prior to joining Cushman & Wakefield | Thalhimer in 2004, Mr. Ashby was a specialist in retail sales and leasing with Grubb & Ellis|Harrison & Bates. Mr. Ashby was also with GMH Capital Partners as a portfolio manager. He was responsible for GE Financial Assurance's corporate real estate throughout the United States. During that period, he was involved in several of GE's dispositions and acquisitions throughout the country. Jim Ashby is a native of Virginia and currently leads the Richmond Retail Services Group, which is comprised of over 30 retail specialists.

Key Assignments

- Colonnades West | American Realty Advisors
- Westpark Shopping Center | InvenTrust
- The Village Shopping Center, Hanover Village, Carytown Exchange | Regency Centers
- Shoppes at Arboretum | DNA Partners
- Harbour Pointe Village | First Washington Realty
- Staples Mill Shopping Center, Dumbarton Square Shopping Center | DSJYYY, LLC
- Rutland Place | Apple Retail
- Short Pump Station | Wafra
- Short Pump Village, Ironbridge Plaza | Atlantic Development
- Emporia Marketplace | The Peck Company
- Midlothian Center | The Cotswold Group
- Eagle Village | The University of Mary Washington Foundation
- Stony Point Shopping Center | Ziff Properties
- Central Park Marketplace | Heitman
- Brookhill Azalea, West Broad Commons | Broad Street Realty
- Wilton at Reynolds Crossing | The Wilton Company

Retail Clients Served (partial list)

- SportClips
- Potbelly Sandwich Works
- Primrose Schools
- Zips Dry Cleaners
- Chopt Salad
- Chicken Salad Chick
- Tropical Smoothie
- Drybar
- Capital Ale

Professional Affiliations & Community Service

- International Council of Shopping Centers (ICSC) | Member
- Woodberry Forest School Alumni Association
- Volunteer Speaker at VCU each semester
- Make a Wish Fundraiser
- VCU Massey Cancer Center – Massey Alliance Sponsorship Committee
- Hampden-Sydney Alumni Association
- Board of Governors | The Commonwealth Club

Awards and Accolades

- GRACRE Best Retail Lease 2019 Award
- GRACRE Best Retail Lease Large Scale 2018 Award
- GRACRE Best Investment Sale 2016 Award
- Thalhimer Listing Contest Winner 2013, 2015
- Thalhimer Listing Leader 2013
- Costar Power Broker

Education

- Hampden-Sydney College | BA in History and Political Science
- Actively pursuing CCIM designation through the Commercial Investment Real Estate Institute

References

Client Name	Company Name
Alan Grayson	InvenTrust Properties
Dr. Earl Willis	Winterfield Veterinary Hospital
Amy Stevens	DNA Partners, LLC
Josh Peck	The Peck Company
Jeff Allen	Westdale RECap Partners
Ross Sternheimer	Laburnum Square Enterprises
April Laney	Regency Centers
Henry Chang	LMD Invest
Ann Bowman	The Malone Schooler Company



Ted Metzger

Ted Kim

Jeff Rountree

James Kahler

Fred Bisger

Chris Good

Dennis Lee

Staples Mill SC | Dumbarton Square

The Kim Law Group

The University of Mary Washington Foundation

First Washington Realty

Bisger Realty Group

Kotarides Properties

Chopt Salad