

**Connie Jordan Nielsen** Senior Vice President

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Work Experience

Connie Jordan Nielsen, a 30-year veteran of the commercial real estate industry, has made a vast contribution to Richmond's retail landscape. Although Connie works with clients throughout the state of Virginia, she is based in Richmond and has produced over \$200M in transaction volume over the last 10 years. Connie has been instrumental in roll outs for retailers such as Gold's Gym, Academy Sports, Panera Bread, Cava Grill and Chipotle to name a few. She divides her focus on retail tenant representation, landlord representation and strategic site development. Connie completed the negotiations for the market entry of both Wegmans into Richmond as well as the first Publix in the state. Connie has also been integral in the negotiations and development of new centers such as Carytown Place, Nuckols Place, The Corner at Short Pump, Staples Mill Marketplace, Stonehenge Village, Dominion Shoppes and SwiftCreekPlace. Connie also handles acquisitions and dispositions of retail properties and land sites for her clients.

Connie is an Associate Broker and a Senior Vice President in Thalhimer's Richmond office and led their Retail Services Group, which comprises over 35 retail specialists companywide, for more than 10 years.

Clients Served (partial list)

- Academy Sports
- Chipotle Mexican Grill
- Conn's HomePlus
- Noodles & Co
- Panda Express
- Panera Bread Bakery Café
- Gold's Gym
- Cava Grill
- TJX Companies
- Skechers
- American Family Care

Landlord Representation

- MCB Properties
- Kimco Realty Trust
- Marchetti Properties
- Rebkee
- Maryland Financial Investors
- Pratt Street Capital
- MCB Real Estate
- Armada Hoffer
- BET Investments
- Peterson Companies

References

- Academy Sports | John Kranyak | TX
- Chipotle | Karen Elsbury | DC
- Panera Bread | Margie Anderson | TX
- MCB Real Estate | Peter Pinkard | MD
- BET Investments | Michael Markman | PA
- Woodfin Investments | Andy Sadler | VA
- Rebkee | Dan Hargett | VA
- Panda Express | Michael Barben | PA
- TJX Companies | Tom Maroney | VA
- Pratt Street Capital | Jeff Spatz | MD
- &pizza | Patrick Chamberlain | DC
- Gold's Gym | Bruce Ebel | MD

Professional Affiliations & Community Service

- International Council of Shopping Centers | Member
- Urban Land Institute | Member
- Greater Richmond Association of Commercial Real Estate | Member
- Richmond Community ToolBank | Founding Board Member

Awards & Accolades

- GRACRE Awards Best Sale Transaction/Retail | 2015
- GRACRE Awards Best New Development/Redevelopment | 2018
- Thalhimer Listing Contest Winner | 2001 - 2015
- Thalhimer Top 10 Award | 2001 - 2018
- Thalhimer Listing Leader | 2014
- Virginia Business Power Broker Central Virginia | 2014