



James Ashby IV Senior Vice President
11100 W. Broad Street | Glen Allen, VA 23060
Direct 804 697 3455
Fax 804 697 3479
jim.ashby@thalhimer.com | thalhimer.com

Professional Expertise

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.

Clients Served (partial list)

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



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Key Assignments

- Colonnades West | Colterra Capital
- Westpark Shopping Center | InvenTrust Properties
- 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
- West Broad Marketplace | MetLife
- Midlothian Center | The Cotswold Group
- Eagle Village | The University of Mary Washington Foundation
- Central Park Marketplace | Heitman
- Brookhill Azalea, West Broad Commons | Broad Street Realty
- Stony Point Shopping Center | Ziff Properties
- Wilton at Reynolds Crossing | The Wilton Company

Awards and Broker 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
- Costar Power Broker



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Professional Affiliations/Recognition

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

Education

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

References

Client Name

- Alan Grayson
- Dr. Earl Willis
- Amy Stevens
- Josh Peck
- Jeff Allen
- Ross Sternheimer
- April Laney
- Henry Chang
- Chris Good

Company Name

InvenTrust Properties
Winterfield Veterinary Hospital
DNA Partners, LLC
The Peck Company
Westdale RECap Partners
Laburnum Square Enterprises
Regency Centers
LMD Invest
Kotarides Properties



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Client Name

- Ann Bowman
- Ted Metzgar
- Ted Kim
- Jeff Rountree
- James Kahler
- Fred Bisger
- Dennis Lee

Company Name

The Malone Schooler Company
Staples Mill SC | Dumbarton Square
The Kim Law Group
The University of Mary Washington Foundation
First Washington Realty
Bisger Realty Group
Chopt Salad