



**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 20 years. Mr. Ashby is 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 1,500 transactions in the last 10 years totaling close to \$500,000,000 in transaction volume. Prior to joining Cushman & Wakefield | Thalhimer in 2004, Mr. Ashby was 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 | Colterra Capital
- Westpark Shopping Center & Stonehenge Village | InvenTrust Properties
- The Village Shopping Center, Hanover Village, Carytown Exchange | Regency Centers
- Shoppes at Arboretum | DNA Partners
- Harbour Pointe Village | Publix
- Staples Mill Shopping Center, Dumbarton Square Shopping Center | DSJYYY, LLC
- Rutland Place | Apple Retail
- Short Pump Station | Nuveen
- Short Pump Village, Ironbridge Plaza | Atlantic Development
- West Broad Marketplace | MetLife
- Midlothian Center | The Cotswold Group
- Eagle Village | The University of Mary Washington Foundation
- Stony Point Village 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 Ball Co-Chair
- VCU Massey Cancer Center – Massey Alliance Sponsorship Committee
- Hampden-Sydney Alumni Association
- Board of Governors | The Commonwealth Club

## Awards and Accolades

- GRACRE Large Scale Retail Project 2023
- 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 2012 – 2024

## Education

- Hampden-Sydney College | BA in History and Political Science

## References

Client Name	Company Name
Jon Bradley	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
Chris Good	Kotarides Properties



Ann Bowman

Ted Metzger

Jeff Rountree

James Kahler

Fred Bisger

Dennis Lee

Josh Owens

Roger Glover

Ajay Dhawan

The Malone Schooler Company

Staples Mill SC | Dumbarton Square

The University of Mary Washington Foundation

First Washington Realty

Bisger Realty Group

Chopt Salad

Ziff Properties

Cornerstone Homes

Corbin Real Estate