

**Connie Jordan Nielsen** Executive Vice President

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Work Experience

Connie Jordan Nielsen, a 35-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 TJX Companies, Academy Sports & Outdoors, Cava, Panera Bread, Panda Express, and Chipotle. 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 Whole Foods into Short Pump. Connie has also been integral in the negotiations and development of new centers such as Carytown Place, Nuckols Place, Stonehenge Village, Staples Mill Marketplace, Dominion Shoppes, Swift Creek Place, Cosby Village Square, and Stuart's Crossing. Connie also handles acquisitions and dispositions of retail properties and land sites for her clients.

Connie is an Associate Broker and an Executive 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

- Chipotle Mexican Grill
- Gold's Gym
- Pratt Street Capital
- ROKA
- Academy Sports & Outdoors
- Cava
- Panda Express
- Rebkee Partners
- MCB Real Estate
- Kimco Realty Trust
- Panera Bread
- TJX Companies
- Sauer Properties
- Ulta

References

- Academy Sports | Brian Ferguson | 1800 N. Mason Road, Katy, TX 77449
- Panera Bread | Ford Hillin | 1400 South Highway Drive, Fenton, MO 63026
- ROKA | Dan Hargett | 3540 Floyd Avenue, Richmond, VA 23221
- Panda Express | John DiBernardo | 1120 N. Town Center Drive, Las Vegas, NV 89144

Professional Affiliations & Community Service

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



Awards & Accolades

- GRACRE Awards Best Sale Transaction/Retail | 2015
- GRACRE Awards Best New Development/Redevelopment | 2018
- Thalhimer Top 10 Award | 2001 – 2025
- Virginia Business Power Broker Central Virginia | 2014
- CoStar Power Broker | 2022 – 2024