

**Peter S. Waldbauer** First Vice President

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Work Experience

Pete Waldbauer is an Associate Broker and First Vice President in Thalhimer's Richmond office. With more than 35 years of commercial real estate experience, Pete is one of the Richmond market's most recognized retail site selection specialists, serving as the exclusive tenant representative for Walmart, Sam's Club, and Starbucks throughout Virginia and surrounding markets.

Over the course of his career, Pete has personally completed site selection and transaction work on more than 20 Walmart Supercenter and Neighborhood Market locations and Sam's Club sites and has represented Starbucks on every one of their 47+ locations developed in the greater Richmond market. His deep relationships with these national tenants, combined with his comprehensive knowledge of regional trade areas, make him a trusted advisor for retailers with the most demanding site criteria.

Pete also maintains an active practice in land sales and landlord representation, leasing major shopping centers for national, regional, and local owners throughout the Richmond market and representing buyers and sellers of commercial land. He has been instrumental in the pre-leasing of numerous retail development projects across the region.

Before joining Cushman & Wakefield | Thalhimer in 2003, Pete served as Director of Commercial Real Estate for The Wilton Companies, leading leasing and development activities for a portfolio of over one million square feet consisting of thirteen shopping centers and ten light industrial complexes.

Clients Served (partial list)

- Armada Hoffer
- Shopcore
- Ahold
- CBL
- Walmart / Sam's Club — Exclusive Tenant Representative
- Starbucks — Exclusive Tenant Representative, Greater Richmond Market
- Food Lion
- The Bogese Companies
- HH Hunt
- Virginia Family Dentistry
- Truist
- TerraForge Communities

Key Assignments

- Southgate Square | Armada Hoffer
- The Shops River Forest | The Bogese Companies
- Dimmock Square | Armada Hoffer
- The Belvedere Shops | The Bogese Companies
- West Broad Village | Shopcore
- Ahold Martin's Grocery Greater Richmond Disposition

Notable Site Selection Assignments

WAL-MART	WAL-MART NEIGHBORHOOD MARKETS	STARBUCKS (47+ LOCATIONS)
• Zion Crossroads • Hancock Village • Dublin, VA • Ruckersville, VA • Powhatan, VA • Abingdon, VA • Appomattox, VA	• Sliding Hill Road — Ashland, VA • Dale Avenue — Roanoke, VA • Plantation Road — Roanoke, VA • Timber Lake Road — Lynchburg, VA	• Hull St & Otterdale • Broad Street & Strawberry • Hancock Village • Pole Green & Bell Creek • White Oak Village • Stratford Hills
SAM'S CLUB	TRUIST	
• White Oak Village • Danville, VA	• Westchester Commons Pad Site • Rutland Commons Pad Site	

Education

- James Madison University | Bachelor of Business Administration
- The Collegiate School | Richmond, VA