CUSHMAN & WAKEFIELD | THALHIMER



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, where he has been since 2004. A Virginia native and industry leader, he leads the Richmond Retail Services Group, a team of more than 30 retail specialists. His practice focuses on landlord and tenant representation, as well as representing buyers and sellers of retail assets.

Jim specializes in leasing major shopping centers for national, regional and local owners in the Richmond and Fredericksburg markets and throughout Virginia. He has been instrumental in pre-leasing numerous retail development projects and stabilizing retail assets across these markets, and he provides tenant representation services to local, regional and national clients. His retail portfolio totals 7 to 8 million square feet, and over the last 10 years he has completed nearly 3,700 transactions totaling close to $700 million in volume. Before joining Cushman & Wakefield | Thalhimer, Jim handled retail sales and leasing with Grubb & Ellis | Harrison & Bates. Earlier, as a portfolio manager with GMH Capital Partners, he was responsible for GE Financial Assurance's corporate real estate nationwide and was involved in several of GE's acquisitions and dispositions across the country.

Key Assignments

- Colonnades West | Colterra Capital
- Westpark Shopping Center, West Broad Marketplace & 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 | DSSCJY, LLC
- Rutland Place | Apple Retail
- Short Pump Station | Nuveen
- Short Pump Village, Ironbridge Plaza | Atlantic Development
- Midlothian Center | The Cotswold Group
- Eagle Village | The University of Mary Washington Foundation
- Stony Point Village Shopping Center | Asana Partners
- Central Park Marketplace | Heitman
- Brookhill Azalea, West Broad Commons | Broad Street Realty
- Wilton at Reynolds Crossing | The Wilton Company

Retail Clients Served (partial list)

- Zips Dry Cleaners
- Chopt Salad
- Chicken Salad Chick
- Tropical Smoothie
- Drybar
- Emmy Squared Pizza

Professional Affiliations & Community Service

- International Council of Shopping Centers (ICSC), Member
- Woodberry Forest School, Alumni Association
- Volunteer Speaker, VCU (each semester)
- Make-A-Wish Foundation, Ball Co-Chair
- VCU Massey Cancer Center, Massey Alliance Sponsorship Committee
- Hampden-Sydney, Alumni Association
- The Commonwealth Club, Board of Governors
- Hampden-Sydney, Career Counseling Alumni Mentor

Awards and Accolades

- GRACRE Best Community Transaction, 2025
- GRACRE Large Scale Retail Project, 2023
- GRACRE Best Retail Lease Award, 2019
- GRACRE Best Retail Lease Large Scale Award, 2018
- GRACRE Best Investment Sale Award, 2016
- Thalhimer Listing Contest Winner, 2015, 2013
- Thalhimer Listing Leader, 2013
- CoStar Power Broker, 2012–2025

Education

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

References

Client Name	Company Name
Josh Owens	Ziff Properties
Ken Wygle	InvenTrust Properties Corp.
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
Ted Metzger	Staples Mill SC | Dumbarton Square
Henry Chang	LMD Invest
Jeff Rountree	The University of Mary Washington Foundation
James Kahler	First Washington Realty
Rebekah Bisger	Bisger Realty Management
Dennis Lee	Chopt Salad
Roger Glover	Cornerstone Homes
Ajay Dhawan	Corbin Real Estate
Mark Sweeney	Shoney’s / Captain D’s