

# PROFESSIONAL PROFILE

## JAMES ASHBY IV Associate Broker

Tel: 804.697.3455  
Fax: 804.697.3479  
Email: jim.ashby@thalhimer.com  
Website: thalhimer.com



### SPECIALTY

Retail broker focusing on site selection, tenant representation, shopping center representation and pre-development leasing

### CAREER SUMMARY

Jim is an Associate Broker with the retail services group at Thalhimer and has been with the firm since October of 2004. With over 10 years experience in the retail real estate sector, he has emerged as an industry leader specializing in both tenant and landlord representation throughout Virginia. Jim currently handles shopping centers for many national, regional and local owners throughout the Richmond market and has completed over \$120 million in lease and sales transactions.

Prior to joining Thalhimer in 2004, Jim was a specialist in retail sales and leasing with Grubb & Ellis|Harrison & Bates. Jim 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.

### PROFESSIONAL AFFILIATIONS/COMMUNITY SERVICE

Member, International Council of Shopping Centers (ICSC)  
VCU Massey Cancer Center  
Hampden-Sydney Alumni Association  
Woodberry Forest School Alumni Association  
Volunteer Speaker at VCU each semester  
Member, The Commonwealth Club

### CLIENTS SERVED

Allied Capital	Winterfield Veterinary Hospital
Medalist Properties	Cici's Pizza
Kodiak Properties	Duma & Associates
Harper & Associates	Anytime Fitness
Union First Market Bank	Sports Clips
Cousins Properties	PacTrust, Inc.
Owen Suter Furniture	Primrose Child Care
Mayfield Gentry Advisors	Westdale RECap Partners
Wharco Properties	Bassett Furniture
Atlantic Development & Acquisitions	TGM Realty Investors
Home Team Grill	Kumon
Ruth & Ollie	Escape Massage

### REFERENCES

John Whalen President Wharco Realty P.O. Box 34830 Bethesda, MD 20827	Mike Locraft The Bernstein Companies 3299 K Street, NW Suite 700 Washington, DC 20007
Alan Jacobs Alan Jacobs Real Estate 2230 Q Street, NW Washington, DC 20008	Keith Kostek Area Developer Sport Clips 10112 Chestnut Grove Terrace Mechanicsville, VA 23116

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### REFERENCES (CONTINUED)

Tim Messier  
Medalist Properties, LLC  
100 Shockoe Slip, 2<sup>nd</sup> Floor  
Richmond, VA 23219

Dr. Earl Willis  
Winterfield Veterinary Hospital  
3746 Winterfield Road  
Midlothian, VA 23113

Amy Stevens  
DNA Partners, LLC  
40 Shore Road  
Cold Spring Harbor, NY 11724

Josh Peck  
The Peck Company  
1500 Huguenot Road, Suite 108  
Midlothian, VA 23113

Felecia Studstill  
Investment Manager  
MayfieldGentry Realty Advisors, Inc.  
100 River Place, Suite 300  
Detroit, MI 48207

### EDUCATION

Hampden-Sydney College, BA in History and Political Science  
Actively pursuing CCIM designation through the Commercial Investment Real Estate Institute  
Broker licensed in Virginia, 2010

### SHOPPING CENTER LEASING EXPERIENCE

Colonnades West Shopping Center  
Chesterfield Marketplace  
Creighton Crossing II  
Hanover Square South and North  
Hanover Village  
Laburnum Square  
Midlothian Center  
The Shoppes at Stonehenge  
The Shoppes at Westgate, Phase I & II  
Short Pump Village  
The Shops at Broad & Bowe  
Village at Swift Creek, Phase I & II  
Tappahannock Towne Center  
Shoppes at Arboretum  
Ironbridge Plaza  
Westpark Shopping Center  
Emporia Marketplace

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### SAMPLE SALES EXPERIENCE

2916 Jefferson Davis Highway	20,000 Sq.Ft.
16 South Allen Avenue	7,600 Sq.Ft.
5402-5406 Lakeside Avenue	6,700 Sq.Ft.
8006 West Broad Street	14,000 Sq.Ft.
5310 West Broad Street	5,500 Sq.Ft.
8017 West Broad Street	10,000 Sq.Ft.
Ironbridge Corner (Primrose Child Care)	2 Acres
Ironbridge Corner (Multi-Family)	10 Acres
11000 Midlothian Turnpike	15,600 Sq.Ft.
Midlothian Center	148,000 Sq.Ft.
Waterford Business Park (Primrose Child Care)	1.5 Acres
Cosner's Corner Retail	16,200 Sq.Ft.

### SAMPLE LEASING EXPERIENCE

Cici's Pizza	4,000 Sq.Ft.
Cash Advance Centers, Inc.	1,500 Sq.Ft.
Sally Beauty Supply	2,092 Sq.Ft.
H&R Block	2,000 Sq.Ft.
Radio Shack	1,300 Sq.Ft.
Mail Boxes, Etc./The UPS Store	1,200 Sq.Ft.
Kambourian Jewelers	1,874 Sq.Ft.
Bankers Title of Fredericksburg	2,922 Sq.Ft.
Hawthorne Cleaners	1,200 Sq.Ft.
Central Virginia Kitchen Solutions	2,370 Sq.Ft.
Check Into Cash	1,200 Sq.Ft.
Scottrade	1,400 Sq.Ft.
Jos. A. Banks	4,200 Sq.Ft.
Virginia Endoscopy	9,882 Sq.Ft.
Neurological Associates	5,000 Sq.Ft.
San Francisco Bread Company	4,800 Sq.Ft.
L.A. Tan	2,700 Sq.Ft.
Domino's Pizza	1,200 Sq.Ft.
Penzey's Spices	2,400 Sq.Ft.
Marshalls	30,500 Sq.Ft.
Norwalk Furniture	4,142 Sq.Ft.
Aaron Rents	7,000 Sq.Ft.
Five Below	9,625 Sq.Ft.
Sherwin Williams	3,150 Sq.Ft.
Supercuts	1,540 Sq.Ft.
Anytime Fitness	4,200 Sq.Ft.
Clix	1,200 Sq.Ft.
HCA	17,328 Sq.Ft.
Hibbett's Sporting Goods	4,680 Sq.Ft.
Q Barbecue	4,800 Sq.Ft.
Weight Loss Forever	1,600 Sq.Ft.
Ross Dress For Less	25,600 Sq.Ft.

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### **SAMPLE LEASING EXPERIENCE (CONTINUED)**

Jordan Kitt's Piano	7,205 Sq.Ft.
Soccer Post	1,560 Sq.Ft.
Fitness Resource	4,160 Sq.Ft.
Hot House Yoga	3,000 Sq.Ft.
Richmond Vascular Group	7,054 Sq.Ft.
Sola Salon	6,000 Sq.Ft.