

# Anchor



## CHARLES TOWNSEND *Principal*

### HIGHLIGHTS

- Founding partner of Anchor Associates, Anchor Cleveland, Anchor Retail Solutions and Anchor Investment Partners
- Specializes in retail tenant representation and development
- 30+ years experience in commercial real estate
- Licensed broker in Ohio and Kentucky

Charles Townsend's expertise in retail real estate reflects a unique combination of skills as a broker, developer and business leader.

As a highly successful retail tenant representative, Charles has been responsible for leasing locations throughout the Midwest for national retailers such as Best Buy, Barnes & Noble, Lowe's, Dick's Sporting Goods, PetSmart, Old Navy and many others.

He has been involved in the development of more than a million square feet of retail, including power centers in Ohio, Kentucky, Indiana and Pennsylvania, anchored by leading retailers such as Old Navy, Bed Bath & Beyond, Lowe's, Kohl's, Dick's Sporting Goods and others. His experience also includes single-tenant development for retailers such as Walgreens, Mattress Firm and AT&T.

### CLIENTS INCLUDE



Charles began his real estate career in 1986 as a Leasing Agent for a development company in Louisville, Kentucky. In 1989, he joined West Shell Commercial Realtors in Cincinnati as a Retail Leasing Specialist. In 1992, he became a founding partner in Anchor Associates, where he took tenant representation services to a new level, leasing millions of square feet for expanding retailers. His list of national clients grew quickly, leading ChainLinks Retail Advisors to name Anchor Associates as the designated brokerage firm for the Southern Ohio market.

In 2016, Charles entered a new partnership to establish Anchor Cleveland and expand Anchor's reach throughout Ohio. Other partnerships include Anchor Investment Partners and Anchor Development, developers of free-standing and multi-tenant retail projects.

A graduate of the University of Louisville, Charles has been an active member of the International Council of Shopping Centers for over 25 years. Throughout his career, he has demonstrated his commitment to the success of his clients, partners and associates.

### CONTACT

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