

JOE RITCHEY

A LONGTIME DEDICATION TO NORTHERN VIRGINIA

Joe Ritchey is the principal of Prospective Inc., a commercial real estate brokerage and consulting firm located in Reston, Virginia. His practice includes designing and implementing marketing and leasing programs for office buildings and the office components of large-scale mixed-use developments.

Originally representing Mobil Land Development Corporation and its affiliates, Joe later was engaged by the Terrabrook/Boston Properties partnership. Today, he has the privilege of representing Boston Properties as its exclusive agent for current and proposed office developments in Reston Town Center. He also represents Boston Properties as exclusive agent for Reston Eastgate, Reston's last undeveloped office campus, and Broad Run Technology Park, a 162-acre business campus strategically positioned in the heart of Loudoun County's Route 28 North Corridor near Washington Dulles International Airport.



Joe has been involved in commercial real estate for over 25 years, during which he has been privileged to represent nationally recognized commercial real estate and development firms. His career includes more than 20 years representing the owners and developers of Reston Town Center, the vibrant, internationally recognized urban business district in Reston, Virginia. Beginning in 1990 (with the notable exception of 1997), Joe had the privilege of leasing over 3.2 million square feet of new office development in the Reston Town Center District.

During 1997, Joe served as a consultant to The Walt Disney Company on the commercial component of Celebration, Disney's new town development adjacent to Walt Disney World. Prior to his involvement with Reston Town Center, Joe worked with The Hazel/Peterson Companies to develop and lease the office component of Fair Lakes, an 800-acre mixed-use development located in Fairfax, Virginia. Joe started his career in commercial real estate with Coldwell Banker Commercial Real Estate Services, working in both Kansas City, Missouri as well as Washington, D.C.

More recently, Joe has been privileged to represent the Clark Realty Capital division of Clark Enterprises as co-agent with Grubb & Ellis for the 2 million square foot Clark-Pomeroy West Office Park, conveniently located at the Route 28 entrance to Dulles Corner directly across from Washington Dulles International Airport.



JOE RITCHEY

Joe is dedicated to helping make Northern Virginia an outstanding place to work, live and play.

For example, he currently or has recently served on the boards of Arts Council of Fairfax County, Children’s Museum (now called the Children’s Science Center) of Northern Virginia, Wolf Trap Foundation for the Performing Arts Associates, Reston Hospital Center and the Dulles Regional Chamber of Commerce. He also serves on the boards of the Northern Virginia Transportation Alliance and the Dulles Corridor Rail Association. In 2009, he served as fundraising chair for the International Children’s Festival at Wolf Trap. He was a member of the Leadership Fairfax Class of 1995, and is often asked to present to business and government boards and organizations due to his knowledge of the industry and the region. He is also a supporter of the George Mason University Center for Regional Analysis.

Joe was a founding board member of the Fairfax County YMCA in Reston and the first recipient of its Community Service Award. He is also a Life Director of the Northern Virginia Chapter of the National Association of Industrial and Office Properties (NAIOP) and received its Award of Excellence for Economic Development in 1995. In 1988, NAIOP recognized him as its Member of the Year. More recently, in 2004, he was recognized as “Fairfax County Citizen of the Year” by the Fairfax County Federation of Citizen Associations and The Washington Post.

A long-time resident of Reston, Joe also has a history of active involvement in his local community. He was founding chairman and president of the Initiative for Public Art – Reston, and currently serves

on the board of the Greater Reston Arts Center. He is an active supporter of Reston Interfaith and its mission to promote self-sufficiency for those in need of food, shelter, childcare and other services. In addition to serving in leadership roles in the Greater Reston Chamber of Commerce, he has had the honor of serving as president and is now Life Director of Friends of Reston for Community Projects, Inc. and played a leading role in the development of Nature House, home to Reston’s nature education programs.

In 2003, Joe was honored with the “Best of Reston,” a distinction established by the Greater Reston Chamber of Commerce and Reston Interfaith to honor those who have demonstrated their commitment to community service. Most recently, in 2009, Joe was honored as the first recipient of the Robert E. Simon Community Service Award, given to individuals who have received the Best of Reston award and gone on to demonstrate a lifetime commitment to community service. Joe was also recognized as 2006 Reston Citizen of the Year by Times Community Newspapers.

Joe is a licensed broker with the Commonwealth of Virginia Real Estate Board and is the Principal Broker for Prospective Inc.