



# James McMasters

SENIOR VICE PRESIDENT  
DIRECTOR OF RETAIL DIVISION  
Walnut Creek



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## EDUCATION OR QUALIFICATIONS

Bachelor of Science,  
Industrial Management  
San Jose State University

## AFFILIATIONS OR MEMBERSHIPS

Northern California  
ICSC Retail Program  
Committee

Colliers National Retail  
Steering Committee

Advisory Board Member,  
California Business  
Property Association (CBPA)

## CONTACT DETAILS

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## COLLIERS EXPERIENCE

Mr. McMasters is a Senior Retail Specialist and has been Director of the Retail Division for Colliers International for the past 10 years. He assists in the coordination of regional projects and tenant activities in concert with retail agents in the offices of Colliers in Northern California.

Mr. McMasters is the past National Chairman of the National Retail Steering Committee (NRSC 2000 – 2004) and is currently the International Chairman of the Retail Steering Committee for Colliers International, coordinating national retailer and development relationships with Canada, Mexico and South American teams. For the past 30 years, Mr. McMasters has served on the Northern California ICSC Program Committee, and currently serves on the Advisory Committee

## AWARDS AND RECOGNITION

- J. R. Parrish Award – 2002
- Wall Street Journal Award – presented to top producing smaller firms nationally.
- National Spirit of Honor Award - U.S. Army for distinguished service.
- Veteran of Vietnam – U.S. Army – Honorably discharged.

## PRIOR EXPERIENCE

Prior to joining Colliers International, Mr. McMasters was President and CEO of McMasters & Westland, a regional brokerage firm of seven offices with 60 agents and 40 staff. Upon the sale of his firm, Mr. McMasters was president of TRI Commercial in San Francisco (160 agents), as well as an Owner and Partner with Whitney Development.

Since starting his real estate career in 1972, Mr. McMasters has leased, sold, built, managed and owned shopping centers throughout Northern California. With 35 years experience as a top professional and spokesman for the retail real estate industry, this veteran commercial expert brings skill and unique insight to problem solving and advocacy with special focus on team building.