

For Immediate Release

Cushman & Wakefield | Thalhimer Welcomes Additions to Capital Markets Group

RICHMOND, VIRGINIA, July 18, 2016 – Cushman & Wakefield | Thalhimer is pleased to announce new members to its Capital Markets Group. Michael J. Early joins as first vice president. Mike is an industry veteran specializing in the representation of investment properties throughout Virginia and the Carolinas with extensive experience handling the disposition of shopping centers, single-tenant net-leased assets, mixed-use buildings, as well as properties occupied by State and Federal Governments. Mr. Early has represented industry giants Hunt Companies, Inc. and Cedar Realty Trust; as well as prominent regional companies such as Blackwood Development, Mid-Atlantic Resources, Morgan Management, Lucor, Incorporated, Southwest Properties, and the GSC Corporation. Early is a graduate of San Diego State University.

Joe Kennedy joins Thalhimer's Capital Markets Group where he will also focus on representation of retail investment properties as well as work with existing team member Cathy Spangler on Thalhimer's net leased services efforts. Mr. Kennedy's experience includes handling the acquisition and disposition of retail and office assets, and brings a strong underwriting and development background in retail, hospitality, office, education and medical office assets. Mr. Kennedy received a Bachelor of Science degree in Finance from the Lerner College of Business & Economics at the University of Delaware.

C. Calvin Griffith joins as the Capital Markets team's second financial analyst. Calvin was most recently a project manager with UrbanCore Construction where he managed the construction process from inception to completion of commercial, multifamily, mixed-use, and historic rehabilitation projects. Calvin earned his degree in Philosophy, with a minor in Economics, from Christopher Newport University, and is currently pursuing a Masters of Real Estate Finance from Georgetown University.

"We are extremely excited to bring on this highly accomplished team to our platform. Mike Early brings over 15 years of experience completing a variety of retail investment sale transactions in the Mid-Atlantic and Southeastern U.S. Mike's experience working with sellers of high quality retail assets in Virginia, specifically the Hampton Roads to Richmond corridor and knowledge of the most active investors in these markets will have an immediate and positive impact on our platform.", comments Eric Robison, Senior Vice President, Capital Markets Group.

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Mike Early comments, "We are excited to join Cushman & Wakefield | Thalhimer where we will clearly benefit from their leading leasing market share in all property types throughout the Commonwealth of Virginia. We also look forward to adding to the success of the capital markets team that has led some of the region's most significant investment sales over the last few years. We look forward to being an integral part of the platform and building upon the existing momentum of the group."

Thalhimer's Capital Markets Group is the region's leading investment sales team made up of professionals focused solely on capital markets and the sale of income producing properties throughout Virginia and the Carolinas. The team is experienced in office, industrial, retail and multi-family dispositions and since 2012 has completed 101 transactions totaling nearly \$2.38 billion and over 27 million square feet.

About Cushman & Wakefield | Thalhimer

Thalhimer was founded in 1913 and currently has offices in Richmond, Newport News, Virginia Beach, Fredericksburg, Roanoke, Charlottesville, and Lynchburg, VA; and Charleston, Greenville, SC. The company has over 100 broker professionals and employs over 400 associates. Thalhimer represents, on behalf of its clients, a property portfolio of over 48 million leasable square feet, and management of over 20 million square feet of commercial property, and over 6,100 multifamily units. In 2015 Thalhimer completed over 2,100 transactions with a transactional volume over \$2 billion. Thalhimer is the region's leading provider of comprehensive commercial real estate services. The firm offers comprehensive commercial real estate services including corporate services, investment sales, tenant representation, construction management, project management, asset management, and the sale and leasing of office, industrial and retail properties. To learn more, visit www.thalhimer.com or follow [@Thalhimer](https://twitter.com/Thalhimer) on Twitter.

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About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow [@CushWake](https://twitter.com/CushWake) on Twitter.

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