



For Immediate Release

Cushman & Wakefield | Thalhimer Welcomes Bill Poe as Managing Broker in their Roanoke Office

ROANOKE, VIRGINIA, November 30, 2016 – Cushman & Wakefield | Thalhimer is pleased to announce William D. Poe, CCIM, SIOR, CPM has joined their Roanoke office as Managing Broker and will lead the brokerage professionals in the western Virginia market. Mr. Poe has been in the commercial real estate industry for over 36 years where he has specialized in commercial, industrial and investment sales, leasing and property management, asset management, and site selection throughout the region.

Bill takes over for John Nielsen who has led the Roanoke and Lynchburg offices for the past seven years. Under Nielsen's leadership as managing broker, Thalhimer's western Virginia operations has grown from what was essentially a startup into the market leader. Thalhimer now leads the region in landlord market share for retail, office and industrial properties. John will continue to provide leadership as one of the top-producing brokers in western Virginia.

Mr. Nielsen comments, "The addition of Bill Poe to the Cushman & Wakefield | Thalhimer team closely follows the company's mission to recruit and retain the best talent in the business as we strategically build our team of specialists to be the most technically proficient and client focused associates in the region. Bill's deep local relationships will help us continue to grow."

Mr. Poe's career began in 1980 as a sales and leasing agent specializing in commercial and investment property and in a short time was managing and leasing commercial, retail and residential properties. He then joined Michael Waldvogel and Dennis Cronk in forming Waldvogel Poe & Cronk Real Estate Group, Inc. in 1987, which would become Poe & Cronk Real Estate Group in 2004. In 2014, Mr. Poe returned to Hall Associates as Executive Vice President where he assisted with sales and account management.

"We, in the Roanoke real estate community, have watched for years the professionalism and hard work ethic the Thalhimer team has brought to our market. This is a great opportunity for me to work with a great firm and continue to increase their footprint in western Virginia. I'm eager to get started and look forward to serving our clients on the Cushman & Wakefield | Thalhimer platform."

Mr. Poe holds several professional designations to include CCIM (Certified Commercial Investment Member), SIOR (Society of Industrial and Office REALTORS®), as well as CPM (Certified Property Manager).

For Further Information Contact:

Eric B. Robison
Senior Vice President
+1 804 697 3475
eric.robison@thalhimer.com

William D. Poe
Senior Vice President, Managing Broker
+1 540 767 3007
bill.poe@thalhimer.com



Mr. Poe's professional affiliations include membership in the Institute of Real Estate Management (IREM) and he is a past President of the local IREM Chapter, the Society of Industrial and Office REALTORS® (SIOR), and the Commercial Investment Real Estate Institute (CCIM). He was also past Chairman of Virginia Association of REALTORS® Property Management and Leasing Committee. Bill currently serves on the Board of Downtown Roanoke, Inc., Roanoke City Economic Development Authority and the Board of Directors of Blue Ridge Independent Living Center. He has served on the Board of Zoning Appeals for the City of Roanoke, Roanoke Valley Chamber of Commerce Board of Directors, Roanoke Valley Associates of REALTORS® Board of Directors and the Vestry of Christ Episcopal Church.

He is a lifelong resident of the Roanoke Valley, and a graduate of Virginia Polytechnic Institute and State University with a BA in Business.

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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