



Colonial Williamsburg



For Immediate Release

Cushman & Wakefield | Thalhimer Awarded Exclusive Leasing and CRE Advisory Assignment for Colonial Williamsburg's Merchants Square in Williamsburg, Virginia

WILLIAMSBURG, VIRGINIA, April 16, 2018 – Cushman & Wakefield | Thalhimer has been selected by the Colonial Williamsburg Foundation as the exclusive leasing and commercial real estate services company for its real estate holdings in and around the iconic Merchants Square downtown commercial district.

Merchants Square, located in the heart of Williamsburg's downtown, is flanked by Colonial Williamsburg's Historic Area and Art Museums and the campus of the College of William & Mary. Merchants Square is a vibrant, mixed-use center encompassing roughly 10 city blocks and comprised of approximately 225,000 square feet of retail, restaurant, entertainment, residential and specialty space plus over 30,000 square feet of office space. It also contains several undeveloped parcels that have tremendous potential for development. Thalhimer will work hand-in-hand with the Foundation to create a five-year strategic master plan that enhances the economic value of its real estate holdings in support of the Foundation's core mission.

"For more than 80 years, Merchants Square has been a critical component of the overall Colonial Williamsburg guest experience, and its success is vital to the Foundation's mission," says Jeff Duncan, Colonial Williamsburg vice president of real estate. "The Foundation has partnered with Cushman & Wakefield | Thalhimer to formulate a strategy to best leverage our commercial real estate portfolio."

Lee Warfield, Thalhimer's CEO, comments, "We are honored and excited to be selected by Colonial Williamsburg for this very significant assignment. Our goal is to maximize the return of their real estate holdings in support of their mission. It's consistent with what we do for our clients every day."

Dawn F. Griggs, SIOR and Drew Haynie of Cushman & Wakefield | Thalhimer are leading the assignment. In addition, the team will draw on Cushman & Wakefield | Thalhimer's regional, national and global resources. The partnership includes the launch of a new Williamsburg satellite leasing office for Thalhimer's team located in Merchants Square.

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About Merchants Square

Merchants Square was added to the National Register of Historic places in 2005 along with the Williamsburg Inn and Williamsburg Lodge hotels to comprise the Merchants Square and Resort Historic District. Built in 1935, the district's architecture was carefully curated to reflect a "Colonial Revival" style but not to dilute the historically accurate detail of the Historic Area. Designed to integrate seamlessly with the Colonial Williamsburg historic renovations and exhibits, the retail property offers a unique opportunity for independent and national retailers to benefit from the millions of guests and locals who visit Colonial Williamsburg each year. A current sampling of tenants includes Talbots, Williams-Sonoma, Fat Canary/Cheese Shop, Blue Talon, The Trellis, Morgan Stanley, Chico's, the College of William & Mary Bookstore/Barnes & Noble, Mellow Mushroom (opening 2018), and numerous local, regional and national specialty retailers.



About The Colonial Williamsburg Foundation

[Colonial Williamsburg](#) operates the world's largest living history museum, preserving Virginia's 18th-century capital as a fully functioning city. Fun, engaging experiences transport guests back in time and highlight the relevance of America's founding era to contemporary life. The Colonial Williamsburg experience includes more than 500 restored or reconstructed buildings, historic trade shops, renowned museums of decorative arts and folk art, extensive educational outreach programs for students and teachers, lodging, culinary options from historic taverns to casual or elegant dining, the Golden Horseshoe Golf Club featuring 45 holes designed by Robert Trent Jones Sr. and his son Rees Jones, a full-service spa and fitness center managed by Trilogy Spa, pools, retail stores and gardens. Philanthropic support and revenue from admissions, products and hospitality operations sustain Colonial Williamsburg's educational programs and preservation initiatives.

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 53 million leasable square feet, and management of nearly 25 million square feet of commercial property, and over 7,250 multifamily units. In 2017 Thalhimer completed over 2,000 transactions with a transactional volume over \$1.3 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, 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](#) 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. Our 45,000 employees in more than 70 countries help occupiers and investors optimize the value of their real estate by combining our global perspective and deep local knowledge with an impressive platform of real estate solutions. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$6 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. 2017 marks the 100-year anniversary of the Cushman & Wakefield brand. 100 years of taking our clients' ideas and putting them into action. To learn more, visit www.cushwakecentennial.com, www.cushmanwakefield.com or follow [@CushWake](#) on Twitter.

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