Virginia
COMMERCIAL REAL ESTATE FIRMS

RANKED BY LEASABLE SQUARE FEET IN VIRGINIA (By *Virginia Business*, March, 2020)

VIRGINIA BUSINESS   **The Big Book**

RANK	FIRM NAME	TOP VIRGINIA EXECUTIVE(S)	NO. OF AGENTS (in Virginia)	VALUE OF TRANSACTIONS[1]	MANAGED SQUARE FEET[2]	LEASABLE SQUARE FEET[2]
1	**Cushman & Wakefield | Thalhimer** [3] *Main Virginia Location: Glen Allen* *Website: thalhimer.com*	Lee Warfield	134	$3,313,854,955	46,748,313	79,524,451
2	**Colliers International Virginia LLC**[4] *Main Virginia Location: Norfolk* *Website: colliers.com*	J. Scott Adams Matthew T. Gannon	93	$2,521,291,428	49,341,154	39,981,423
3	**JLL** *Main Virginia Location: Tysons* *Website: us.jll.com*	Multiple	104	$4,221,846,595	9,780,255	32,713,182
4	**CBRE** [4] *Main Virginia Location: Richmond* *Website: cbre.us*	Bradley C. Flickinger Kyle Schoppmann Tony Beck	58	$2,619,994,448	10,339,948	23,758,486
5	**Divaris Real Estate** *Main Virginia Location: Virginia Beach* *Website: divaris.com*	Gerald S. Divaris	42	WND	7,770,464	20,721,703
6	**Harvey Lindsay Commercial Real Estate** *Main Virginia Location: Norfolk* *Website: harveylindsay.com*	Robert M. King	26	WND	6,377,243	12,213,457
7	**Porter Realty Company Inc./ CORFAC International** *Main Virginia Location: Richmond* *Website: porterinc.com*	Robert E. Porter	7	WND	1,655,587	11,112,021
8	**Poe & Cronk Real Estate Group** *Main Virginia Location: Roanoke* *Website: poecronk.com*	Dennis R. Cronk	20	WND	4,060,500	9,179,208
9	**Commonwealth Commercial Partners LLC** *Main Virginia Location: Richmond* *Website: commonwealthcommercial.com*	Mark W. Claud Kenneth Strickler	22	WND	15,000,000	7,550,000
10	**Wheeler Real Estate Co.** *Main Virginia Location: Virginia Beach* *Website: wheelerrec.com*	David Kelly	10	WND	6,133,132	5,973,117

1) 2019 value of lease and sale transactions 2) In Virginia 3) Includes 79.52 million leasable square feet, 46.75 million managed square feet, 134 agents and $3.31 billion in transactions from Cushman & Wakefield | Thalhimer affiliate. 4) Most recently available
WND: Would not disclose. **Source**: Individual companies