

## COMMERCIAL REAL ESTATE FIRMS

RANKED BY LEASABLE SQUARE FEET IN VIRGINIA (By *Virginia Business*, March, 2021)

RANK	FIRM NAME	TOP VIRGINIA EXECUTIVE(S)	VALUE OF TRANSACTIONS <sup>1</sup>	NO. OF AGENTS (in Virginia)	MANAGED SQUARE FEET <sup>2</sup>	LEASABLE SQUARE FEET <sup>2</sup>
1	<b>Cushman &amp; Wakefield   Thalhimers</b> <sup>3</sup> <i>Main Virginia Location: Richmond</i> <i>Website: thalhimer.com</i>	Lee Warfield	\$3,487,081,927	222	76,914,196	74,030,073
2	<b>Colliers International Virginia LLC</b> <i>Main Virginia Location: Norfolk</i> <i>Website: colliers.com</i>	J. Scott Adams Matthew T. Gannon	\$1,580,375,963	100	51,074,719	45,927,998
3	<b>Divaris Real Estate</b> <i>Main Virginia Location: Virginia Beach</i> <i>Website: divaris.com</i>	Gerald S. Divaris	WND	43	9,564,898	26,086,862
4	<b>The Shopping Center Group</b> <i>Main Virginia Location: Norfolk</i> <i>Website: theshoppingcentergroup.com</i>	Debra Ramey	\$34,534,324	5	895,914	15,140,614
5	<b>Harvey Lindsay Commercial Real Estate</b> <i>Main Virginia Location: Norfolk</i> <i>Website: harveylindsay.com</i>	Robert M. King	WND	28	6,616,501	13,292,356
6	<b>JLL</b> <i>Main Virginia Location: Tysons</i> <i>Website: us.jll.com</i>	Michael Ellis, Robb Johnson, Charlie Polk, Robert VeShancey, Deborah K. Stearns, Kelly Katz, Megan Matthews, David Goldstein, Christopher Molivadas	\$3,243,197,816	146	32,800,000	12,240,564
7	<b>CBRE</b> <sup>4</sup> <i>Main Virginia Location: Richmond</i> <i>Website: cbre.us</i>	Bradley C. Flickinger Kyle Schoppmann Tony Beck	\$4,243,897,141	53	9,587,980	11,148,943
8	<b>Porter Realty Company Inc./CORFAC International</b> <i>Main Virginia Location: Richmond</i> <i>Website: porterinc.com</i>	Robert E. Porter	WND	7	1,655,587	11,112,021
9	<b>S.L. Nusbaum Realty Co.</b> <i>Main Virginia Location: Norfolk</i> <i>Website: slnusbaum.com</i>	Miles B. Leon	\$239,786,560	62	4,377,927	10,098,791
10	<b>Hall Associates, Inc.</b> <i>Main Virginia Location: Roanoke</i> <i>Website: hall-realtor.com</i>	Stuart Meredith	\$28,396,700	26	4,249,560	9,173,298

1) 2020 value of lease and sale transactions 2) In Virginia 3) Includes 57.16 million leasable square feet, 27.26 million managed square feet, 94 agents and \$1.08 billion in transactions from Cushman & Wakefield | Thalhimers affiliate. 4) Most recently available information

WND: Would not disclose. Source: Individual companies