

COMMERCIAL REAL ESTATE FIRMS

RANKED BY LEASABLE SQUARE FEET IN VIRGINIA (By *Virginia Business*, March, 2022)

RANK	FIRM NAME	TOP VIRGINIA EXECUTIVE(S)	VALUE OF TRANSACTIONS ¹	NO. OF AGENTS (in Virginia)	MANAGED SQUARE FEET ²	LEASABLE SQUARE FEET ²
1	Cushman & Wakefield Thalhimers ³ <i>Main Virginia Location: Richmond</i> <i>Website: thalhimers.com</i>	Lee Warfield	\$4,659,884,350	129	56,587,222	65,850,987
2	Colliers International Virginia LLC <i>Main Virginia Location: Norfolk</i> <i>Website: colliers.com</i>	J. Scott Adams Matthew T. Gannon	\$3,248,916,088	130	33,909,918	50,365,561
3	JLL <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	\$44,950,416,619	121	39,600,000	38,000,000
4	Divaris Real Estate Inc. <i>Main Virginia Location: Virginia Beach</i> <i>Website: divaris.com</i>	Gerald S. Divaris	\$319,531,780	39	6,749,139	26,165,059
5	CBRE <i>Main Virginia Location: McLean</i> <i>Website: cbre.us</i>	Bradley C. Flickinger, Kyle Schoppmann, Tony Beck	\$4,889,524,266	53	59,839,859	24,517,785
6	Harvey Lindsay Commercial Real Estate <i>Main Virginia Location: Norfolk</i> <i>Website: harveylindsay.com</i>	Robert M. King	WND	26	7,220,998	14,466,143
7	Commonwealth Commercial Partners LLC <i>Main Virginia Location: Richmond</i> <i>Website: commonwealthcommercial.com</i>	Mark W. Claud, Kenneth Strickler	WND	30	5,690,161	11,283,043
8	Porter Realty Co. Inc./ CORFAC International <i>Main Virginia Location: Richmond</i> <i>Website: porterinc.com</i>	Robert E. Porter	WND	7	861,271	10,500,000
9	Hall Associates Inc. <i>Main Virginia Location: Roanoke</i> <i>Website: hall-realtor.com</i>	Stuart Meredith	\$34,870,000	22	4,414,000	9,317,450
10	Poe & Cronk Real Estate Group <i>Main Virginia Location: Roanoke</i> <i>Website: poecronk.com</i>	Dennis R. Cronk	WND	18	4,188,759	9,257,179

1) 2021 value of lease and sale transactions, 2) In Virginia, 3) Includes 55.93 million leasable square feet, 29.21 million managed square feet, 94 agents and \$2.03 billion in transactions from Cushman & Wakefield | Thalhimers affiliate.

WND: Would not disclose. Source: Individual companies