THANK YOU TO OUR VALUED CLIENTS FOR MAKING

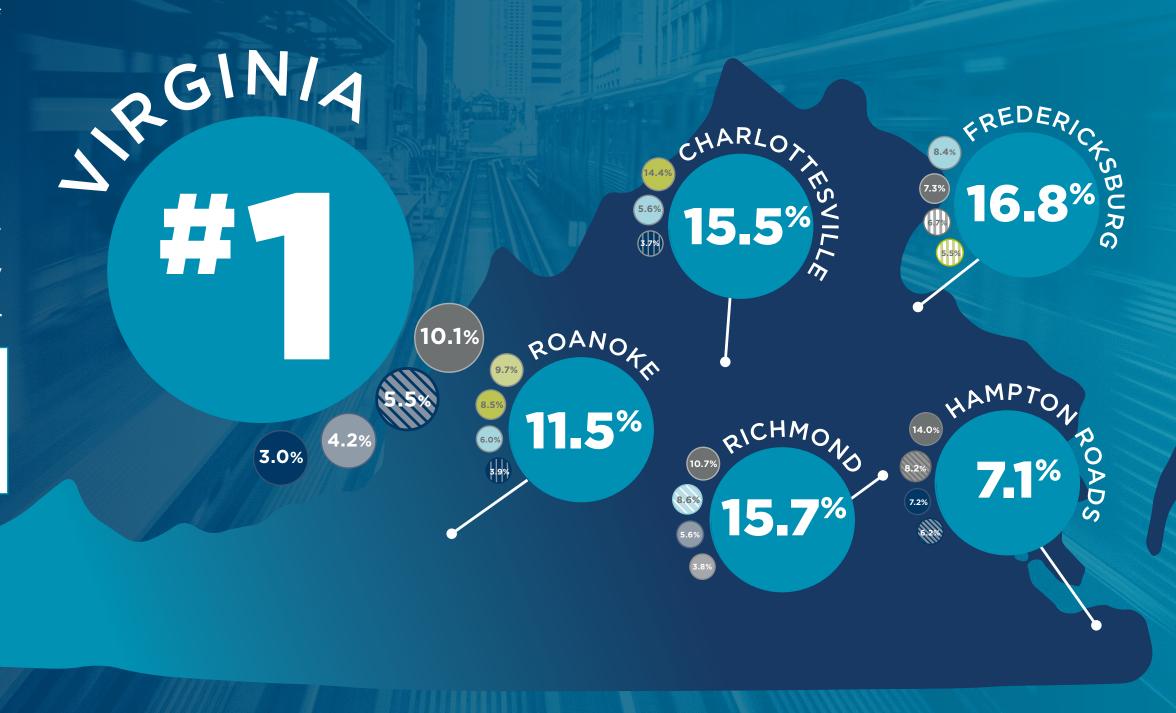
OUR FIRM — #1 IN — THE COMMONWEALTH OF VIRGINIA

AS RANKED BY COSTAR!

#1 IN VIRGINIA - 12.1%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA 10.1%
- #3 🚫 JLL 5.5%
- #4 DIVARIS REAL ESTATE, INC. 4.2%
- #5 S.L. NUSBAUM 3.0%



#1 IN ROANOKE - 11.5%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 POE & CRONK 9.7%
- #3 HALL ASSOCIATES 8.5%
- #4 L & M PROPERTIES 6.0%
- #5 COLDWELL BANKER COMMERCIAL 3.9%

#1 IN CHAROLTTESVILLE - 15.5%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 🔵 COLLIERS INTERNATIONAL | VIRGINIA 14.4%
- #3 DOWNER & ASSOCIATES 5.6%
- #4 🌗 REAL ESTATE III COMMERCIAL PROPERTIES 3.7%

#1 IN RICHMOND - 15.7%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA 10.7%
- ...
- #4 PORTER REALTY 5.6%
- #5 COMMONWEALTH COMMERCIAL PARTNERS 3.8%

#1 IN FREDERICKSBURG - 16.8%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 JLL 8.4%
- #3 COLDWELL BANKER COMMERCIAL 7.3%
- #4 COLLIERS INTERNATIONAL | VIRGINIA 6.7%
- #5 CBRE 5.5%

#4 IN HAMPTON ROADS - 7.1%

CUSHMAN & THALHIMER

CUSHMAN & WAKEFIELD | THALHIMER

- 1 COLLIERS INTERNATIONAL | VIRGINIA 14.0%
- HARVEY LINDSAY 8.2%
- 3 DIVARIS REAL ESTATE 7.2%
- #5 S.L NUSBAUM 6.2%