THANK YOU TO OUR VALUED CLIENTS FOR MAKING

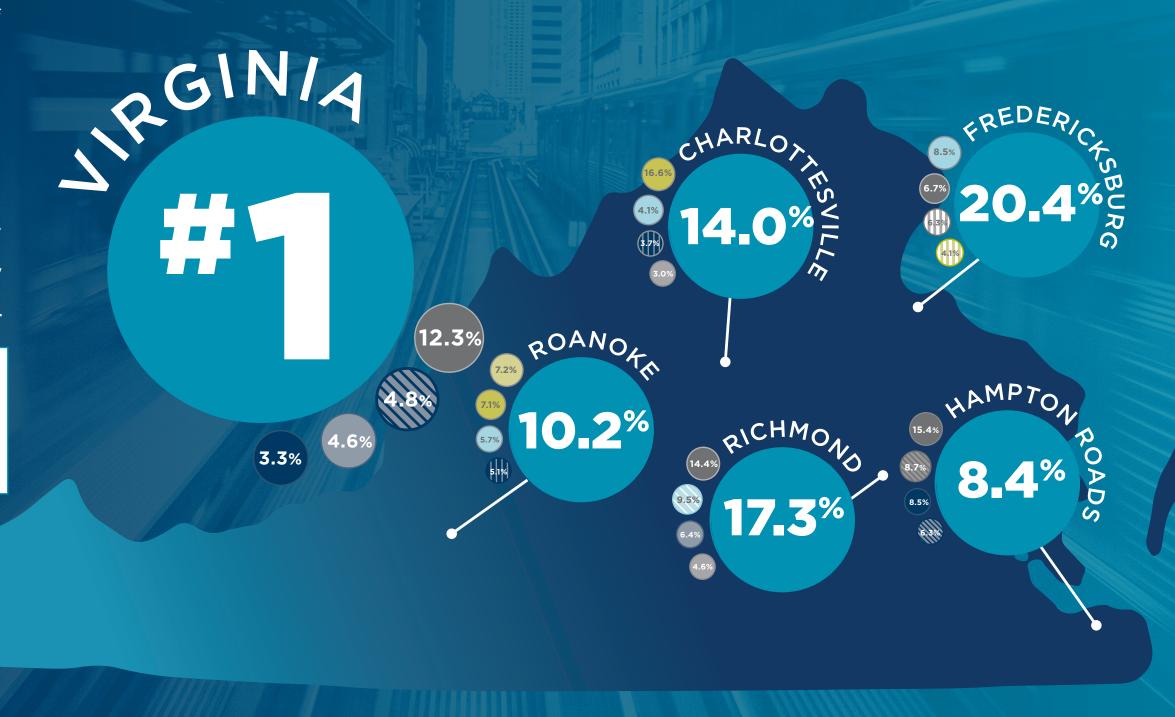
OUR FIRM THE COMMONWEALTH OF **VIRGINIA**

AS RANKED BY COSTAR!

#1 IN VIRGINIA - 12.9%

CUSHMAN & WAKEFIELD | THALHIMER

- COLLIERS INTERNATIONAL | VIRGINIA 12.3%
- Divaris Real Estate 4.6%
- Harvey Lindsay Commercial 3.3%



#1 IN ROANOKE - 10.2%

CUSHMAN & WAKEFIELD | THALHIMER

- HALL ASSOCIATES 7.2%
- POE & CRONK 7.1%
- _ & M PROPERTIES 5.7%
- COLLIERS | VIRGINIA 5.1%

#2 IN CHAROLTTESVILLE - 14.0%

CUSHMAN & WAKEFIELD | THALHIMER

- COLLIERS INTERNATIONAL | VIRGINIA 16.6%
- REAL ESTATE III COMMERCIAL PROPERTIES 4.1%
- DOWNER & ASSOCIATES 3.7%
- KW COMMERCIAL 3.0%

#1 IN RICHMOND - 17.3%

CUSHMAN & WAKEFIELD | THALHIMER

- COLLIERS INTERNATIONAL | VIRGINIA 14.4%

- PORTER REALTY 6.4%
- COMMONWEALTH COMMERCIAL PARTNERS 4.6%

#1 IN FREDERICKSBURG - 20.4%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 O COLDWELL BANKER COMMERCIAL 8.5%
- #4 COLLIERS INTERNATIONAL | VIRGINIA 6.3%
- #5 NLNB 4.1%

#4 IN HAMPTON ROADS - 8.4%

CUSHMAN & THALHIMER

CUSHMAN & WAKEFIELD | THALHIMER

- COLLIERS INTERNATIONAL | VIRGINIA 15.4%
- DIVARIS REAL ESTATE 8.7%
- HARVEY LINDSAY 8.5%
- #5 S.L NUSBAUM 6.3%