THANK YOU TO OUR VALUED CLIENTS FOR MAKING

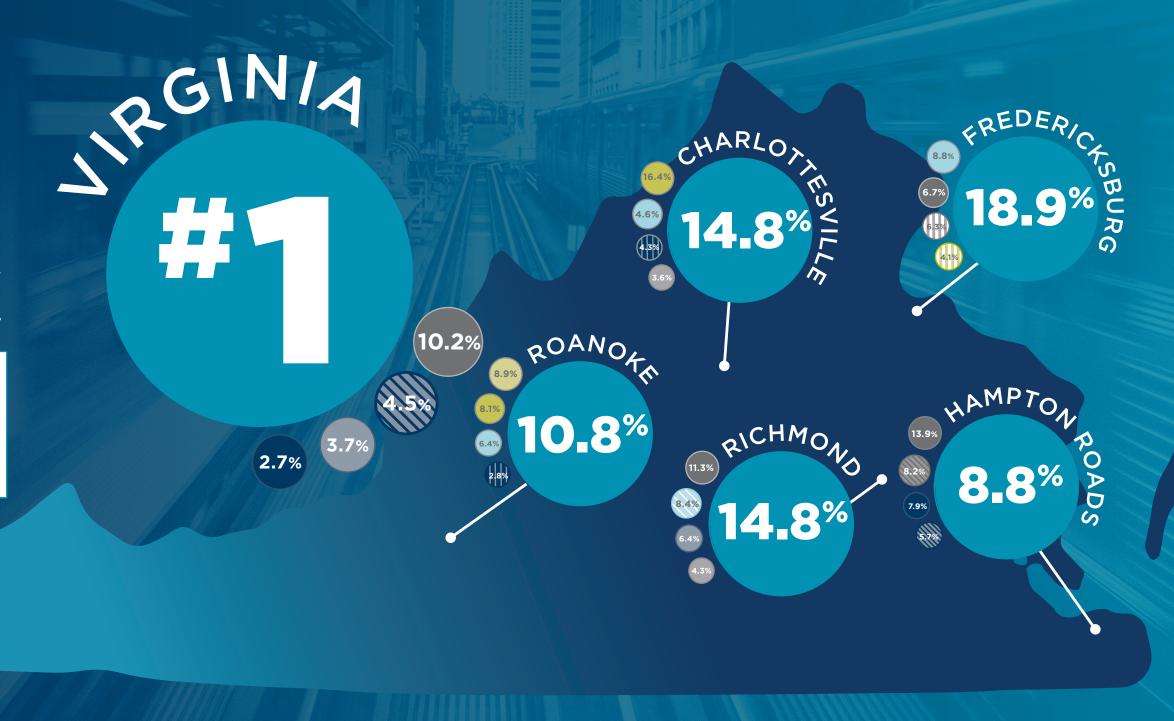
OUR FIRM — #1 IN — THE COMMONWEALTH OF VIRGINIA

AS RANKED BY COSTAR!

#1 IN VIRGINIA - 11.2%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA 10.2%
- ‡3 🚫 JLL 4.5%
- #4 Divaris Real Estate 3.7%
- #5 S.L. Nusbaum 2.7%



#1 IN ROANOKE - 10.8%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 POE & CRONK 8.9%
- #3 HALL ASSOCIATES 8.1%
- #4 O COLLIERS | VIRGINIA 6.4%
- #5 WALDVOGEL COMMERCIAL 2.8%

#2 IN CHAROLTTESVILLE - 14.8%

CUSHMAN & WAKEFIELD | THALHIMER

- #1 🛑 COLLIERS INTERNATIONAL | VIRGINIA 16.4%
- #3 REAL ESTATE III COMMERCIAL PROPERTIES 4.6%
 #4 WOODARD PROPERTIES 4.3%
- #5 DOWNER & ASSOCIATES 3.6%

#1 IN RICHMOND - 14.8%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA 11.3%
- #3 JLL 8.4%
- #4 PORTER REALTY 6.4%
- #5 COMMONWEALTH COMMERCIAL PARTNERS 4.3%

#1 IN FREDERICKSBURG - 18.9%

CUSHMAN & WAKEFIELD | THALHIMER

- #2 OCCLDWELL BANKER COMMERCIAL 8.8%
- #3 NI 679
- #4 COLLIERS INTERNATIONAL | VIRGINIA 6.3%
- #5 MLNB 4.1%

#2 IN HAMPTON ROADS - 8.8%

CUSHMAN & THALHIMER

CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS INTERNATIONAL | VIRGINIA 13.9%
- ‡2 DIVARIS REAL ESTATE 8.2%
- HARVEY LINDSAY 7.9%
- #5 S.L NUSBAUM 5.7%