

For Immediate Release

Cushman & Wakefield | Thalhimer Announces Commercial Brokerage Promotions

RICHMOND, VIRGINIA, January 19, 2024 – Cushman & Wakefield | Thalhimer is pleased to announce the following promotions company-wide:

SENIOR VICE PRESIDENT:

Wick Smith has been promoted to senior vice president. Mr. Smith joined Thalhimer's Virginia Beach office in July 2015 specializing in retail sales and tenant representation. He works with national and local operators in regional shopping centers, restaurants, and free-standing buildings, with experience in lease negotiations and land sales.

Jenny Stoner has been promoted to senior vice president. Ms. Stoner is a commercial brokerage associate in Cushman & Wakefield | Thalhimer's Charlottesville office specializing in the leasing and sales of retail and office properties in Charlottesville and surrounding markets. She has been with Thalhimer since 2017.

FIRST VICE PRESIDENT:

Wilson Greenlaw, CCIM, SIOR has been promoted to first vice president. Mr. Greenlaw is a member of Cushman & Wakefield | Thalhimer's Fredericksburg brokerage team specializing in office, industrial, land, and investment properties. He is a Certified Commercial Investment Member (CCIM) and member of the Society of Industrial and Office Realtors (SIOR). He's been a leader in the greater Fredericksburg commercial real estate community since joining the industry in 2006.

Karla Knight has been promoted to first vice president. Ms. Knight specializes in office tenant representation and corporate services and has more than eleven years of commercial real estate experience. As part of Thalhimer's Tenant Advisory Group, Ms. Knight helps clients devise and implement long-term strategies designed to reduce costs and optimize the efficiency of their overall real estate footprint.

Bo McKown has been promoted to first vice president. Mr. McKown is a member of Cushman & Wakefield | Thalhimer's Capital Markets Group and has over eight years of Capital Markets experience across the Southeast and Mid-Atlantic regions. During his career, Mr. McKown has been involved in over \$2 billion of transactions

For Further Information Contact:

Lee Warfield
President & CEO
+1 804 697 3487
lee.warfield@thalhimer.com

including investment sales, equity recapitalizations, and debt placement across all property types. His main specialty is investment sales for the region's income-producing industrial, flex, multifamily and office assets.

Brett Sain has been promoted to first vice president. Mr. Sain is an integral member of Thalhimer's Hampton Roads industrial brokerage team. He has successfully represented landlords and tenants within the region through relentless effort and his expert market knowledge. He has been with Thalhimer since 2018, starting in their Commercial Property Services Group before transitioning to Commercial Brokerage.

Eric Stanley has been promoted to first vice president. Mr. Stanley is a member of the Retail Services Group and has been with the firm since January of 2008. He has experience in all sectors of commercial real estate, but has extensive retail real estate experience, focusing primarily on landlord and tenant representation, retail development as well as representing buyers and sellers of retail-owned assets.

SENIOR ASSOCIATE:

Danielle Beckstoffer has been promoted to senior associate. Mrs. Beckstoffer joined Thalhimer's Retail Services Group in July of 2021 and focuses on representation of both tenants and landlords. With her extensive market knowledge, energy, and superior customer service she continuously delivered results to meet the goals of her clients.

Ellis Colthorpe has been promoted to senior associate. Mr. Colthorpe joined Thalhimer's Virginia Beach office in 2020, now working out of the Newport News office, and focuses on industrial sales & leasing. Before starting his career at Thalhimer, Mr. Colthorpe was a Regional Sales Director for Wichita, KS-based Textron Aviation. He was responsible for new aircraft sales throughout portions of the Southeast. Mr. Colthorpe is a graduate of Auburn University with a major in Supply Chain Management.

Erik Conradi has been promoted to senior associate within Cushman & Wakefield | Thalhimer's Capital Markets Group. Mr. Conradi works both on the disposition and acquisition sides of income-producing properties. Since beginning with Thalhimer in 2022 out of their Virginia Beach office, he has also worked on financial analysis, broker valuation opinions, and underwriting for some of Hampton Roads' key retail, office, industrial, NNN lease, and multifamily investment transactions.



About Cushman & Wakefield | Thalhimer

Thalhimer was founded in 1913 and currently has offices in Richmond, Newport News, Virginia Beach, Fredericksburg, Roanoke, Charlottesville, and Lynchburg, Virginia. The company has nearly 100 broker professionals and employs more than 425 associates. Thalhimer represents, on behalf of its clients, a property portfolio of 55 million leasable square feet, management of 30 million square feet of commercial property, and 10,000 multifamily units. In 2022, Thalhimer completed over 1,900 transactions with a transactional volume of more than \$2.3 billion. Thalhimer is the region's leading provider of comprehensive commercial real estate services, including corporate services, investment sales, tenant representation, project management, asset management, and the sale and leasing of office, industrial and retail properties. To learn more, visit www.thalhimer.com.

Independently Owned and Operated / A Member of the Cushman & Wakefield Alliance

About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in approximately 400 offices and 60 countries. In 2022, the firm reported revenue of \$10.1 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), Environmental, Social and Governance (ESG) and more. For additional information, visit www.cushmanwakefield.com.

-END-