

THANK YOU TO OUR VALUED CLIENTS FOR MAKING

OUR FIRM
#1 IN
THE COMMONWEALTH OF VIRGINIA

AS RANKED BY COSTAR!

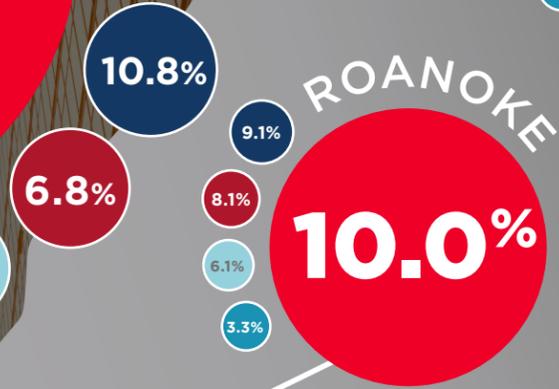
VIRGINIA



#1 IN VIRGINIA - 12.4%
 CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS INTERNATIONAL | VIRGINIA - 10.8%
- #3 ● JLL - 6.8%
- #4 ● DIVARIS REAL ESTATE - 3.4%
- #5 ● HARVEY LINDSAY CRE - 2.9%

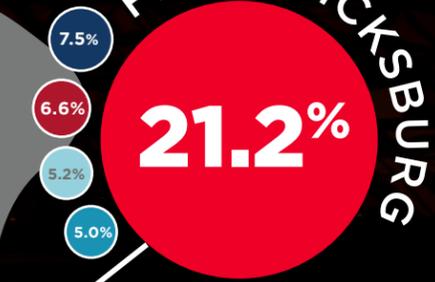
ROANOKE



CHARLOTTESVILLE



FREDERICKSBURG



RICHMOND



HAMPTON ROADS



#1 IN ROANOKE - 10.0%
 CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● POE & CRONK - 9.1%
- #3 ● HALL ASSOCIATES - 8.1%
- #4 ● COLLIERS | VIRGINIA - 6.1%
- #5 ● NEWMARK - 3.3%

#1 IN CHARLOTTESVILLE - 17.0%
 CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS INTERNATIONAL | VIRGINIA - 16.8%
- #3 ● WOODARD PROPERTIES - 3.8%
- #4 ● DOWNER & ASSOCIATES - 3.4%
- #5 ● KW COMMERCIAL - 2.3%

#1 IN RICHMOND - 15.6%
 CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● JLL - 11.1%
- #3 ● COLLIERS INTERNATIONAL | VIRGINIA - 10.7%
- #4 ● PORTER REALTY COMPANY - 6.1%
- #5 ● COMMONWEALTH COMMERCIAL PARTNERS - 4.4%

#1 IN FREDERICKSBURG - 21.2%
 CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLDWELL BANKER COMMERCIAL - 7.5%
- #3 ● JLL - 6.6%
- #4 ● COLLIERS INTERNATIONAL | VIRGINIA - 5.2%
- #5 ● JOHNSON REALTY ADVISORS - 5.0%

#2 IN HAMPTON ROADS - 9.0%
 CUSHMAN & WAKEFIELD | THALHIMER

- #1 ● COLLIERS INTERNATIONAL | VIRGINIA - 15.4%
- #3 ● HARVEY LINDSAY - 7.9%
- #4 ● DIVARIS REAL ESTATE - 6.2%
- #5 ● S.L. NUSBAUM - 5.6%