

THANK YOU TO OUR VALUED CLIENTS

OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR

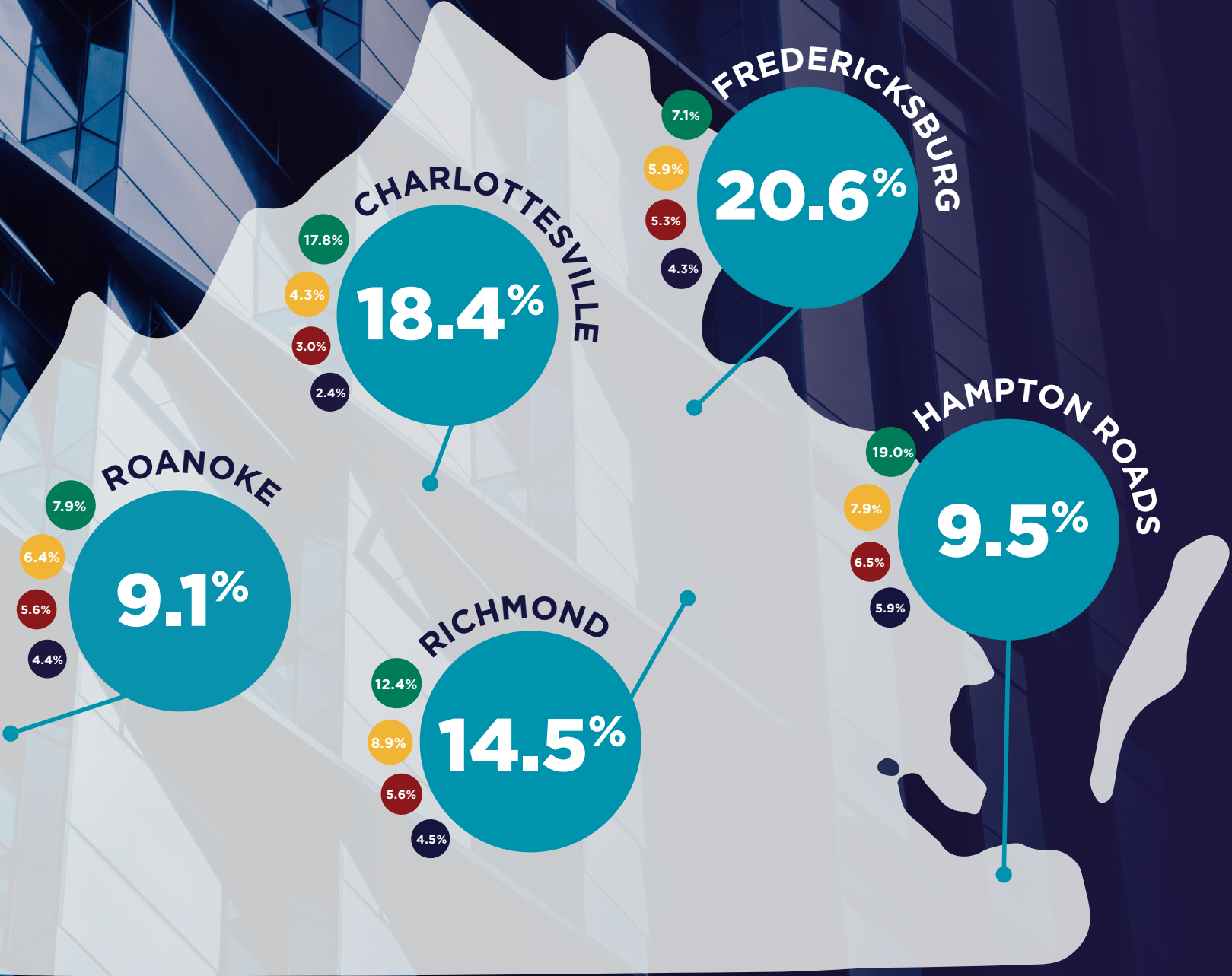


CUSHMAN &
WAKEFIELD

THALHIMER

#1 IN VIRGINIA - 11.1%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 10.1%
- #3 JLL - 6.9%
- #4 DIVARIS REAL ESTATE - 2.8%
- #5 HARVEY LINDSAY CRE - 2.4%



#1 IN ROANOKE - 9.1%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 POE & CRONK - 7.9%
- #3 HALL ASSOCIATES - 6.4%
- #4 COLLIERS | VIRGINIA - 5.6%
- #5 COLDWELL BANKER - 4.4%

#1 IN CHAROLTTESVILLE - 18.4%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 17.8%
- #3 WOODARD PROPERTIES - 4.3%
- #4 DOWNER & ASSOCIATES - 3.0%
- #5 KW COMMERCIAL - 2.4%

#1 IN RICHMOND - 14.5%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 JLL - 12.4%
- #3 COLLIERS INTERNATIONAL | VIRGINIA - 8.9%
- #4 PORTER REALTY COMPANY - 5.6%
- #5 COMMONWEALTH COMMERCIAL PARTNERS - 4.5%

#1 IN FREDERICKSBURG - 20.6%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLDWELL BANKER COMMERCIAL - 7.1%
- #3 COLLIERS - 5.9%
- #4 JOHNSON REALTY ADVISORS - 5.3%
- #5 JLL - 4.3%

#2 IN HAMPTON ROADS - 9.5%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS INTERNATIONAL | VIRGINIA - 19.0%
- #3 HARVEY LINDSAY - 7.9%
- #4 DIVARIS REAL ESTATE - 6.5%
- #5 S.L NUSBAUM - 5.9%