

THANK YOU TO OUR VALUED CLIENTS

OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR

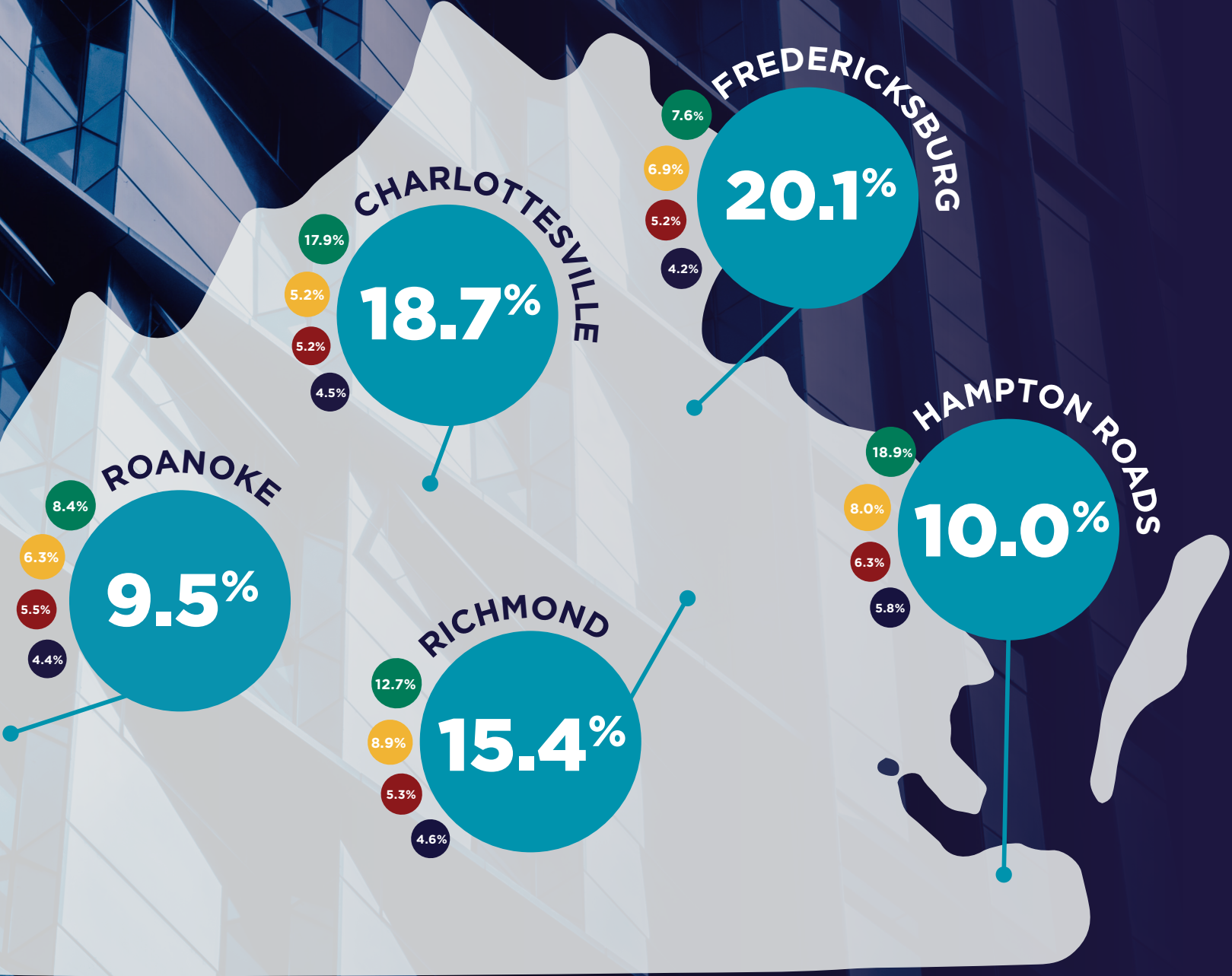


CUSHMAN &
WAKEFIELD

THALHIMER

#1 IN VIRGINIA - 12.1%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 9.8%
- #3 JLL - 6.8%
- #4 DIVARIS REAL ESTATE - 2.8%
- #5 HARVEY LINDSAY CRE - 2.5%



#1 IN ROANOKE - 9.5%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 POE & CRONK - 8.4%
- #3 HALL ASSOCIATES - 6.3%
- #4 COLLIERS | VIRGINIA - 5.5%
- #5 COLDWELL BANKER - 4.4%

#1 IN CHAROLTTESVILLE - 18.7%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 17.9%
- #3 REAL ESTATE III COMMERCIAL - 5.2%
- #4 FEDERAL REALTY INVESTMENT TRUST - 5.2%
- #5 SEMINOLE TRAIL MANAGEMENT, LLC - 4.5%

#1 IN RICHMOND - 15.4%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 JLL - 12.7%
- #3 COLLIERS INTERNATIONAL | VIRGINIA - 8.9%
- #4 PORTER REALTY COMPANY - 5.3%
- #5 COMMONWEALTH COMMERCIAL PARTNERS - 4.6%

#1 IN FREDERICKSBURG - 20.1%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS - 7.6%
- #3 COLDWELL BANKER COMMERCIAL ELITE - 6.9%
- #4 JOHNSON REALTY ADVISORS, INC. - 5.2%
- #5 JLL - 4.2%

#2 IN HAMPTON ROADS - 10.0%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS INTERNATIONAL | VIRGINIA - 18.9%
- #3 HARVEY LINDSAY - 8.0%
- #4 DIVARIS REAL ESTATE - 6.3%
- #5 S.L NUSBAUM - 5.8%