

THANK YOU TO OUR VALUED CLIENTS

OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR

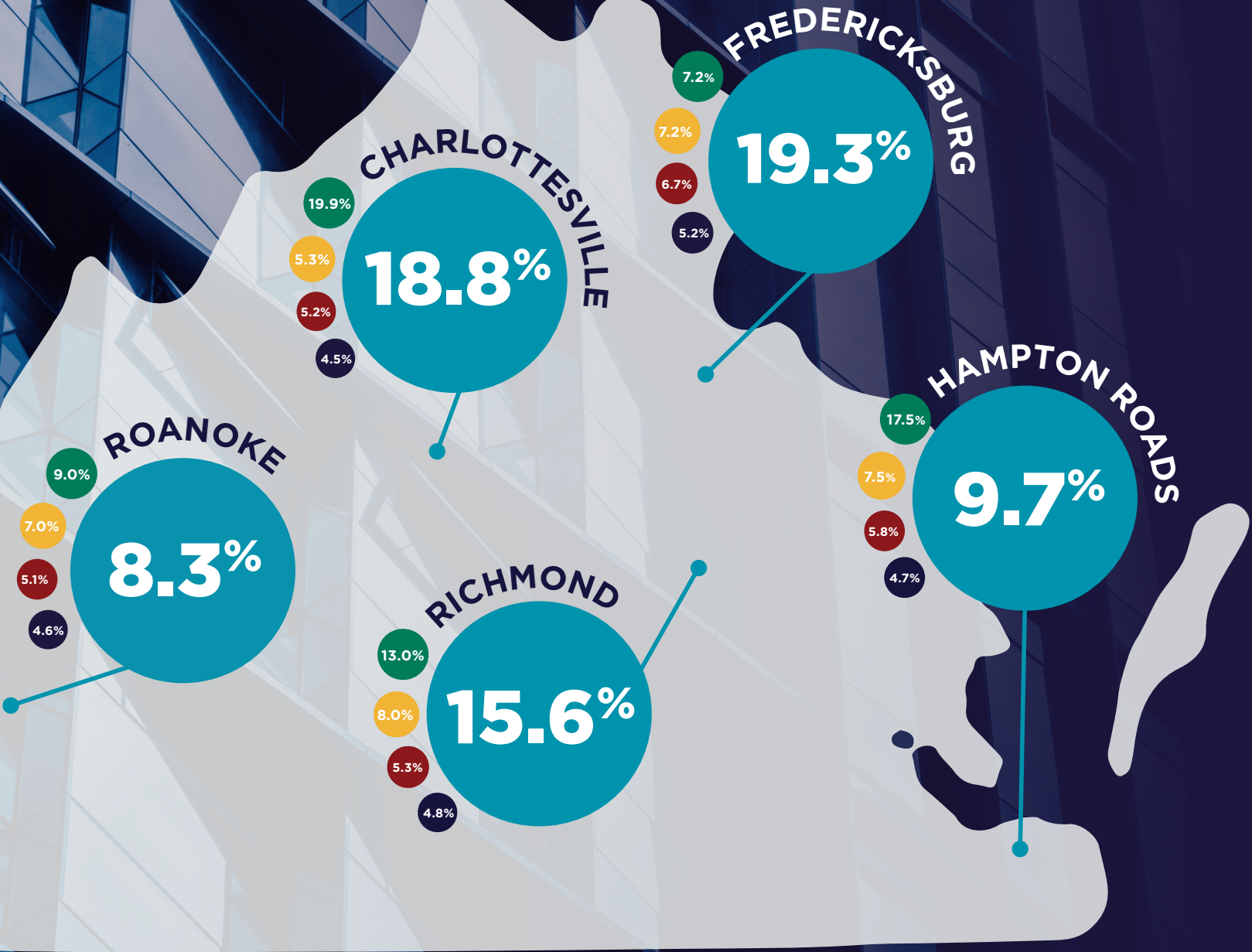


CUSHMAN &
WAKEFIELD

THALHIMER

#1 IN VIRGINIA - 12.2%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 9.8%
- #3 JLL - 6.9%
- #4 HARVEY LINDSAY CRE - 2.6%
- #5 DIVARIS REAL ESTATE - 2.5%



#2 IN ROANOKE - 8.3%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 POE & CRONK - 9.0%
- #3 HALL ASSOCIATES - 7.0%
- #4 COLDWELL BANKER - 5.1%
- #5 COLLIERS | VIRGINIA - 4.6%

#2 IN CHARLOTTESVILLE - 18.8%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS INTERNATIONAL | VIRGINIA - 19.9%
- #3 REAL ESTATE III COMMERCIAL - 5.3%
- #4 FEDERAL REALTY INVESTMENT TRUST - 5.2%
- #5 SEMINOLE TRAIL MANAGEMENT, LLC - 4.5%

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

- #2 JLL - 13.0%
- #3 COLLIERS INTERNATIONAL | VIRGINIA - 8.0%
- #4 PORTER REALTY COMPANY - 5.3%
- #5 COMMONWEALTH COMMERCIAL PARTNERS - 4.8%

#1 IN FREDERICKSBURG - 19.3%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS - 7.2%
- #3 JLL - 7.2%
- #4 COLDWELL BANKER COMMERCIAL ELITE - 6.7%
- #5 JOHNSON REALTY ADVISORS, INC. - 5.2%

#2 IN HAMPTON ROADS - 9.7%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS INTERNATIONAL | VIRGINIA - 17.5%
- #3 HARVEY LINDSAY - 7.5%
- #4 S.L NUSBAUM - 5.8%
- #5 DIVARIS REAL ESTATE - 4.7%