

THANK YOU TO OUR VALUED CLIENTS

OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR

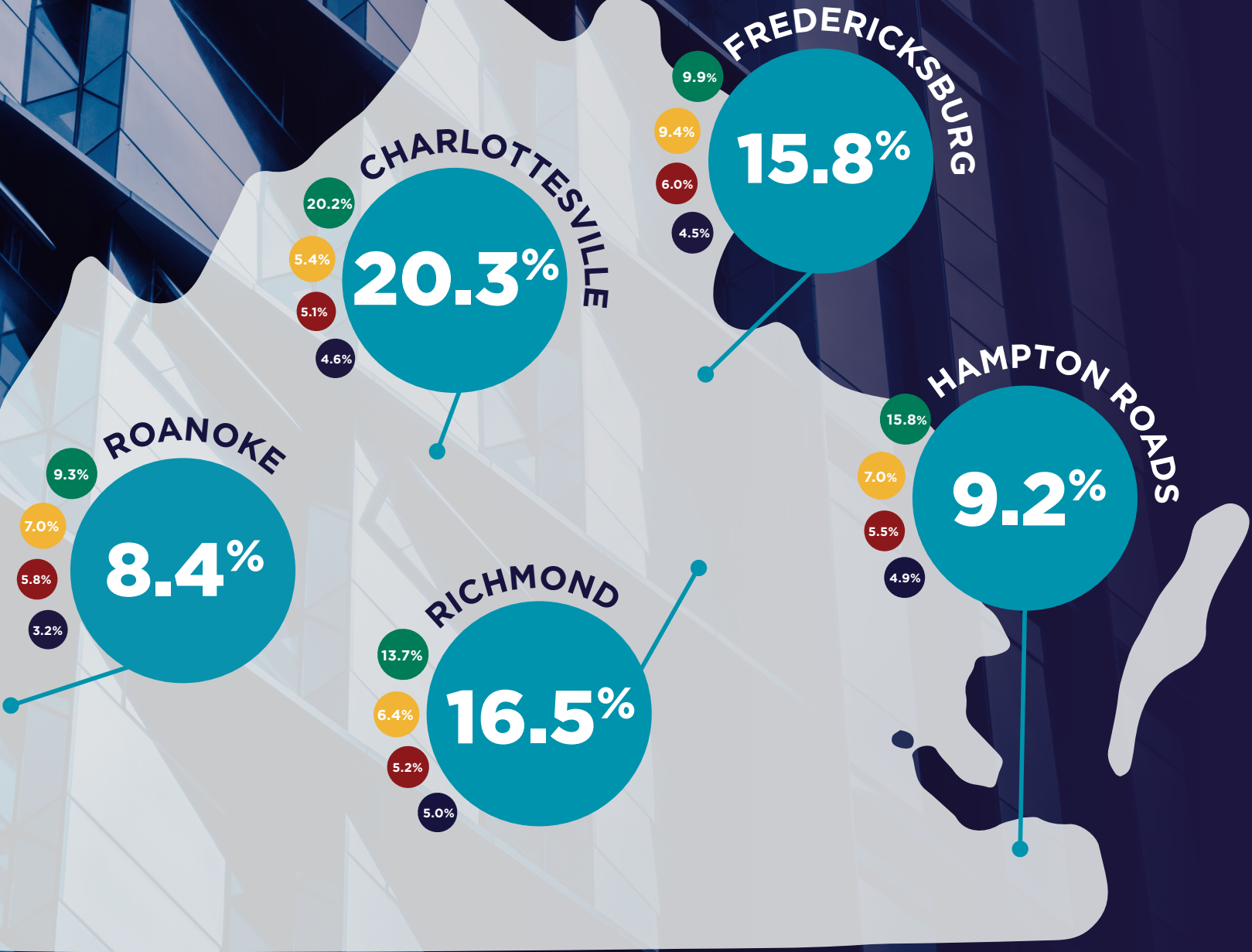


CUSHMAN &
WAKEFIELD

THALHIMER

#1 IN VIRGINIA - 12.6%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS INTERNATIONAL | VIRGINIA - 9.0%
- #3 JLL - 7.2%
- #4 HARVEY LINDSAY CRE - 2.7%
- #5 DIVARIS REAL ESTATE - 2.5%



#2 IN ROANOKE - 8.4%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 POE & CRONK - 9.3%
- #3 HALL ASSOCIATES - 7.0%
- #4 COLDWELL BANKER - 5.8%
- #5 COLLIERS | VIRGINIA - 3.2%

#1 IN CHARLOTTESVILLE - 20.3%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS | VIRGINIA - 20.2%
- #3 FEDERAL REALTY INVESTMENT TRUST - 5.4%
- #4 REAL ESTATE III COMMERCIAL - 5.1%
- #5 SEMINOLE TRAIL MANAGEMENT, LLC - 4.6%

#1 IN RICHMOND - 16.5%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 JLL - 13.7%
- #3 COLLIERS | VIRGINIA - 6.4%
- #4 PORTER REALTY COMPANY - 5.2%
- #5 COMMONWEALTH COMMERCIAL PARTNERS - 5.0%

#1 IN FREDERICKSBURG - 15.8%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 COLLIERS | VIRGINIA - 9.9%
- #3 JLL - 9.4%
- #4 COLDWELL BANKER COMMERCIAL ELITE - 6.0%
- #5 JOHNSON REALTY ADVISORS, INC. - 4.5%

#2 IN HAMPTON ROADS - 9.2%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 COLLIERS | VIRGINIA - 15.8%
- #3 HARVEY LINDSAY - 7.0%
- #4 S.L NUSBAUM - 5.5%
- #5 DIVARIS REAL ESTATE - 4.9%