

THANK YOU TO OUR VALUED CLIENTS

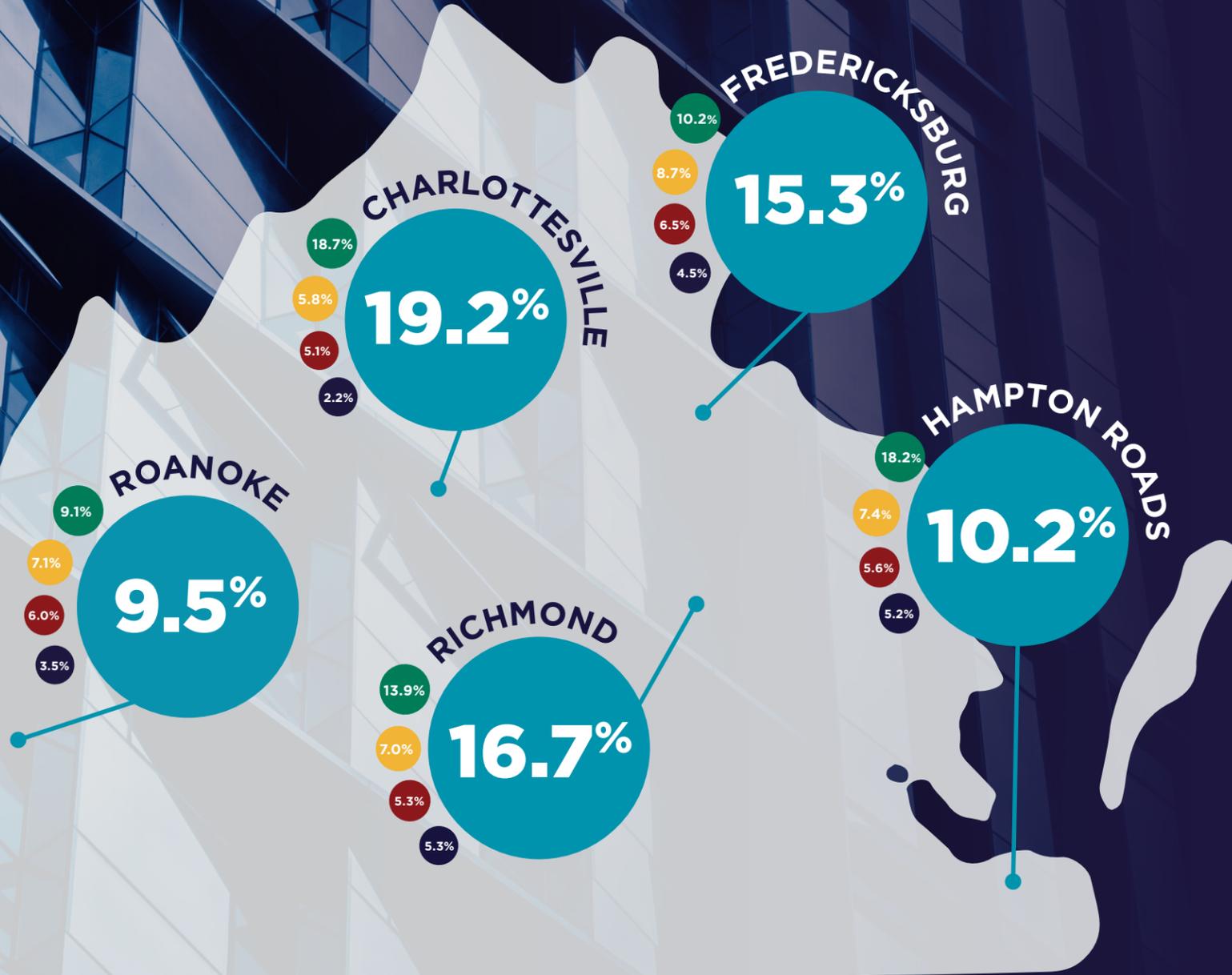
OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR



#1 IN VIRGINIA - 13.0%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 9.8%
- #3 ● JLL - 7.3%
- #4 ● HARVEY LINDSAY CRE - 2.6%
- #5 ● DIVARIS REAL ESTATE - 2.5%



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

- #2 ● POE & CRONK - 9.1%
- #3 ● HALL ASSOCIATES - 7.1%
- #4 ● COLDWELL BANKER - 6.0%
- #5 ● COLLIERS - 3.5%

#1 IN CHARLOTTESVILLE - 19.2%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 18.7%
- #3 ● REAL ESTATE III COMMERCIAL - 5.8%
- #4 ● FEDERAL REALTY INVESTMENT TRUST - 5.1%
- #5 ● KELLER WILLIAMS - 2.2%

#1 IN RICHMOND - 16.7%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● JLL - 13.9%
- #3 ● COLLIERS - 7.0%
- #4 ● PORTER REALTY COMPANY - 5.3%
- #5 ● COMMONWEALTH COMMERCIAL PARTNERS - 5.3%

#1 IN FREDERICKSBURG - 15.3%
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 10.2%
- #3 ● JLL - 8.7%
- #4 ● COLDWELL BANKER COMMERCIAL ELITE - 6.5%
- #5 ● JOHNSON REALTY ADVISORS, INC. - 4.5%

#2 IN HAMPTON ROADS - 10.2%
CUSHMAN & WAKEFIELD | THALHIMER

- #1 ● COLLIERS - 18.2%
- #3 ● HARVEY LINDSAY - 7.4%
- #4 ● S.L. NUSBAUM - 5.6%
- #5 ● DIVARIS REAL ESTATE - 5.2%