

THANK YOU TO OUR VALUED CLIENTS



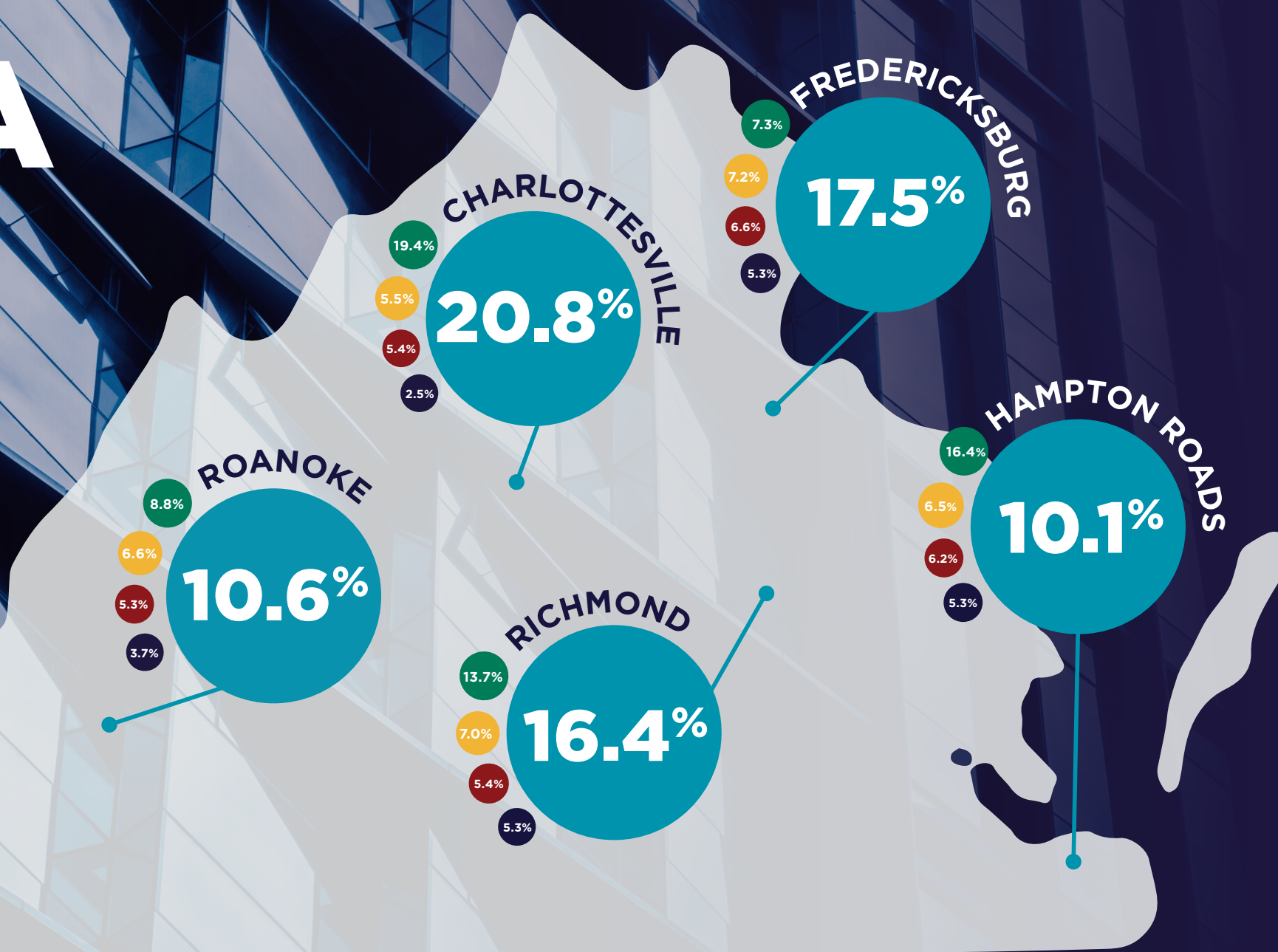
THALHIMER

# OUR FIRM #1 IN VIRGINIA

AS RANKED BY COSTAR

**#1 IN VIRGINIA - 12.8%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 10.4%
- #3 ● JLL - 7.9%
- #4 ● HARVEY LINDSAY CRE - 2.5%
- #5 ● S.L. NUSBAUM - 2.5%



**#1 IN ROANOKE - 10.6%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● POE & CRONK - 8.8%
- #3 ● HALL ASSOCIATES - 6.6%
- #4 ● COLDWELL BANKER - 5.3%
- #5 ● COLLIERS - 3.7%

**#1 IN CHARLOTTESVILLE - 20.8%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 19.4%
- #3 ● FEDERAL REALTY INVESTMENT TRUST - 5.5%
- #4 ● REAL ESTATE III COMMERCIAL - 5.4%
- #5 ● KELLER WILLIAMS - 2.5%

**#1 IN RICHMOND - 16.4%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● JLL - 13.7%
- #3 ● COLLIERS - 7.0%
- #4 ● PORTER REALTY COMPANY - 5.4%
- #5 ● COMMONWEALTH - 5.3%

**#1 IN FREDERICKSBURG - 17.5%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #2 ● COLLIERS - 7.3%
- #3 ● COLDWELL BANKER COMMERCIAL ELITE - 7.2%
- #4 ● JLL - 6.6%
- #5 ● JOHNSON REALTY ADVISORS, INC. - 5.3%

**#2 IN HAMPTON ROADS - 10.1%**  
CUSHMAN & WAKEFIELD | THALHIMER

- #1 ● COLLIERS - 16.4%
- #3 ● HARVEY LINDSAY - 6.5%
- #4 ● JLL - 6.2%
- #5 ● S.L. NUSBAUM - 5.3%