

**Price Gutshall, SIOR** Vice President

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Work Experience

With more than 10 years of commercial real estate experience, Price Gutshall serves as Vice President with [Cushman & Wakefield | Thalhimer](#), specializing in office and industrial leasing and investment sales throughout Virginia and the broader Mid-Atlantic region. He represents institutional and private owners, investors, tenants, and users in a wide range of acquisition, disposition, and leasing assignments, with a focus on delivering strategic, results-driven solutions tailored to each client's objectives. His experience includes landlord and tenant representation, investment sales, portfolio strategy, redevelopment opportunities, and complex transaction structuring across a variety of asset types.

Clients Served (Partial List)

- Altus Group, Inc.
- Times Equities, Inc.
- JB Poindexter & Co.
- Segra
- Point Management
- Midtown Redevelopment Partners
- WVS Companies
- Fortress Investment Group
- RealtyLink
- Hanover Insurance
- Service Experts, Inc.
- Howard Insurance
- Rowe Furniture
- New River Electrical Corporation
- Graham & Company
- Vestis Services
- Readerlink Distribution Services
- Scott Insurance

Key Assignment | Sales

- Morgan Olson Plant | 927,000 SF | Industrial | \$51,000,000
- Century Business Center | 52,306 SF | Flex Office | \$6,825,000
- Franklin Plaza | 136,455 SF | Office | \$6,350,000
- Allstate Building/Metis Plaza | 165,808 SF | Office | \$4,000,000
- Block.One Building | 32,000 SF | Office | \$4,000,000
- Midtown Blacksburg Hotel Site | 1.85 AC | \$3,500,000
- Physicians Associates of Virginia | 14,500 SF | Office | \$2,500,000
- Atlas Molded Products Plan | 99,500,000 | Industrial | \$2,350,000
- 3119 Chaparral Drive | 6,715 SF | \$1,900,000
- Jefferson Office Park | 32,926 SF | Flex | \$1,650,000
- Ivy Market Phase II | 3.5 AC Land Development | \$1,550,00
- 301 McClanahan | 6,400 SF | \$1,550,000
- Colony House | 2.68 AC Motel Site | \$1,500,000



**CUSHMAN &
WAKEFIELD**

THALHIMER

- Blue Ridge Behavioral Health | 48,915 SF | Office | \$1,460,000
- Fountain Square | 27,363 SF | Office | \$1,301,000
- 2036 Colonial | 3,244 SF | \$1,100,000
- 4101 Plantation | 2.53 AC Storage Unit Site | \$1,070,000

Key Assignments | Leases

- Rowe Furniture | 695,424 SF | Industrial
- Advance Auto Parts Office | 265,347 SF | Office
- Readerlink Distribution Services | 170,000 SF | Industrial
- Vestis Services | 132,000 SF | Office
- Encore Capital Group | 53,755 SF | Office
- Service Experts | 30,000 SF | Industrial
- Carilion Clinic | 24,300 SF | Office Flex
- United Health Group | 25,011 SF | Office
- Commonwealth of Virginia | 24,179 SF | Office
- New River Elec. Corp. | 23,181 SF | Office
- Associated Asphalt | 19,632 SF | Office
- Klarivis | 19,541 SF | Office
- CBIZ | 19,541 SF | Office
- Protos Security | 19,323 SF | Office
- Montrose Air Quality Services | 18,515 SF | Industrial
- Aerotek/Actalent | 18,158 SF | Office
- Burns & McDonnell | 15,778 SF | Office
- Marsh & McClennan | 14,532 SF | Office
- Bank of America/Merrill Lynch | 11,085 SF | Office

Professional Affiliations & Community Service

- Society of Industrial & Office Realtors (SIOR)
- City Market Building Foundation, Board Member
- Family Service of the Roanoke Valley, former Board Member
- CoStar Impact Award Committee, Roanoke Market
- Onward New River Valley, former Development Committee Member
- Experience Roanoke Conference, co-founder and former Chair
- Cystic Fibrosis Foundation, former Board Member

Awards & Recognition

- CoStar PowerBroker Award | Annual Office Leasing | 2018, 2020, 2022, 2023, 2024, 2025
- CoStar PowerBroker Award | Annual Industrial Leasing | 2024, 2025
- CoStar Impact Award | Sale of the Year | 2024
- 12x + CoStar Quarterly Power Broker Transactions

Education

- Cornell University, Master of Regional Planning (M.R.P)
- Cornell University Baker Program I Real Estate, Graduate Minor
- Hampden-Sydney College, B.A. Philosophy