



Karla Knight First Vice President, Tenant Advisory Group

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Work Experience

Karla Knight is a First Vice President and top female office tenant advisor specializing in Office Tenant Representation and Corporate Services with Cushman & Wakefield | Thalhimer in Richmond, Virginia. Karla partners with office occupiers to navigate complex lease negotiations, portfolio strategy, and long-term occupancy planning, helping organizations align real estate decisions with culture, operational goals, and financial performance. Known for her disciplined approach to research, planning, and stakeholder communication, she leads clients through renewals, relocations, expansions, consolidations, and headquarters strategy with clarity, confidence, and measurable outcomes. Recognized for concierge-level client service, organizational rigor, and a seamless, strategic process from initial planning through closing. In the business since 2013 and averaging 90 lease and sale assignments annually, Karla has represented local, national, and international firms across professional services, technology, legal, nonprofit, and corporate sectors. She is valued for her client-first mentality, strong analytical acumen, and the creative marketing perspective she brings to positioning tenants in competitive negotiations. Prior to joining Thalhimer, Karla was part of Cushman & Wakefield's Denver office, developing a foundation in complex transactions and high-performance team environments.

Key Assignments | Leases

- Hilb Group | 150+ Locations
- Truist Bank | Various Locations
- Yount, Hyde, Barbour | Various Locations
- Burke & Herbert | Various Locations
- Allen, Allen, Allen & Allen | Various Locations
- Thermo Fisher Scientific | 250,887 SF, 71,029 SF
- McKesson Medical-Surgical Inc. | 119,779 SF
- Troutman Pepper Locke, LLP | 86,724 SF
- Atlantic Union Bank | 67,149 SF, 38,676 SF
- Bryant & Stratton College, Inc. | 56,874 SF
- CoStar Group | 51,471 SF
- Richmond National Group | 46,742 SF
- APEX Systems, Inc. | 39,206 SF
- South University | 32,987 SF
- TForce Freight | 28,745 SF
- Kimley-Horn and Associates, Inc. | 16,416 SF
- Simplisafe | 24,069 SF, 16,015 SF
- Johnson, Mirmiran & Thompson, Inc. | 23,578 SF
- Apogem Capital | 22,970 SF, 9,800 SF
- CapTech Ventures | 21,358 SF
- Morgan & Morgan | 17,166 SF
- United Way | 16,711 SF
- Ernst & Young | 15,779 SF
- UZURV | 14,000 SF
- HKS | 13,686 SF
- Vanasse Hangen Brustlin, Inc. | 12,480 SF
- KPMG | 13,383 SF, 12,201 SF
- Kaufman & Canoles | 12,138 SF
- UBS | 11,871 SF
- Jefferies | 11,104 SF
- Pinnacle Bank | 11,621 SF
- RSM | 8,813 SF
- TQL | 8,781 SF
- RSM US, LLP | 8,724 SF
- PlanRVA | 8,610 SF
- Maxim Healthcare | 8,372 SF
- Heritage Wealth Advisors | 7,981 SF
- Rockefeller | 7,527 SF
- MeyerGoergen PC | 7,127 SF
- Draper Aden | 6,200 SF
- Brown & Brown Insurance Services | 5,954 SF
- Ippon Technology | 5,498 SF
- Greater Richmond Partnership | 4,333 SF
- World Pediatric Project | 4,228 SF

Key Assignments | Sales

- Truist Bank | 117,445 SF | \$20,000,000
- Truist Bank | 58,900 SF | \$5,250,000
- CVS/First Health –9851-9881 Mayland Drive | \$3,800,000
- Cobblestone Asset Management, LLC | 11449 Robious Rd | \$1,219,000
- Truist Bank | Various Locations
- C&F Bank | Various Locations

Professional Affiliations & Community Service

- Commercial Real Estate For Women (CREW) | 2027, 2026 Board of Directors - Programs
- Association of Legal Administrators (ALA) Richmond Chapter | Business Partner
- Thalhimer Gives | Volunteer
- DAR Member

Awards & Accolades

- GRACRE - Real Estate Award, 2026, Office Lease Transaction
- GRACRE - Real Estate Award, 2025, Office - Large Scale
- GRACRE - Real Estate Award, 2025, Office Lease Transaction
- GRACRE - Real Estate Award, 2025, Office - Small Scale
- CREW - Impact Award, 2024, Collaboration of the Year
- CoStar - Impact Award, 2023, Lease of the Year
- Cushman & Wakefield | Thalhimer - 2023 Brokerage Rising Star
- GRACRE - Real Estate Award, 2021, New Office Project

Education

- Bachelor of Fine Arts, concentration in graphic design, James Madison University