

The Big Book: Construction & Development

Commercial real estate firms

	Company	Main Va. Location	Website	Top Va. executive	2019 Value of transactions ¹	No. Agents	Managed square feet ²	Leasable square feet ²
1	Cushman & Wakefield Thalhimer³	Richmond	thalhimer.com	Lee Warfield	\$3,313,854, 955	134	46,748,313	79,524,451
2	Colliers International Virginia LLC	Norfolk	colliers.com	J. Scott Adams Matthew T. Gannon	2,521,291,428	93	49,341,154	39,981,423
3	JLL	Tysons	us.jll.com	Michael Ellis Robb Johnson Charlie Polk Robert VeShancey Deborah K. Stearns Kelly Katz Chris Moldvais Megan Matthews David Goldstein Christopher Molivadas	4,221,846,595	104	9,780,255	32,713,182
4	CBRE⁴	Richmond	cbre.us	Bradley C. Flickinger Kyle Schoppmann Tony Beck	2,619,994,448	58	10,339,948	23,758,486
5	Divaris Real Estate	Virginia Beach	divaris.com	Gerald S. Divaris	WND	42	7,770,464	20,721,703

1 2019 value of lease and sales transactions

WND: Would not disclose

Source: Individual companies

2 In Virginia

3 Includes 79.52 million leasable square feet, 46.75 million managed square feet, 134 agents and \$3.31 billion in transactions from Cushman & Wakefield | Thalhimer affiliate.

4 Most recently available