

# Commercial real estate firms

	Company	Main Va. location	Website	Top Va. executive(s)	Value of transactions <sup>1</sup>	No. of Agents	Managed square feet <sup>2</sup>	Leasable square feet <sup>2</sup>
1	<b>Cushman &amp; Wakefield   Thalhimer<sup>1</sup></b>	Richmond	thalhimer.com	Lee Warfield	\$2,402,605,546	128	49,657,098	74,030,073
2	<b>Colliers International Virginia LLC</b>	Norfolk	colliers.com	J. Scott Adams; Matthew T. Gannon	1,580,375,963	100	51,074,719	45,927,998
3	<b>Divaris Real Estate</b>	Virginia Beach	divaris.com	Gerald S. Divaris; Michael B. Divaris	WND	43	9,564,898	26,086,862
4	<b>The Shopping Center Group</b>	Norfolk	theshoppingcentergroup.com	Debra Ramey	34,534,324	5	895,914	15,140,614
5	<b>Harvey Lindsay Commercial Real Estate</b>	Norfolk	harveylindsay.com	Robert M. King	WND	28	6,616,501	13,292,356
6	<b>JLL</b>	Tysons	us.jll.com	Michael Ellis; Robb Johnson; Charlie Polk; Robert VeShancey; Deborah K. Stearns; Kelly Katz; Megan Matthews; David Goldstein; Christopher Molivadas	3,243,197,816	146	32,800,000	12,240,564
7	<b>CBRE<sup>3</sup></b>	Richmond	cbre.us	Bradley C. Flickinger; Kyle Schoppmann; Tony Beck	4,243,897,141	53	9,587,980	11,148,943
8	<b>Porter Realty Company Inc./ CORFAC International</b>	Richmond	porterinc.com	Robert E. Porter	WND	7	1,655,587	11,112,021
9	<b>S.L. Nusbaum Realty Co.</b>	Norfolk	slnusbaum.com	Miles B. Leon	239,786,560	62	4,377,927	10,098,791
10	<b>Hall Associates Inc.</b>	Roanoke	hall-realtor.com	Stuart Meredith	28,396,700	26	4,249,560	9,173,298
11	<b>Poe &amp; Cronk Real Estate Group</b>	Roanoke	pocronk.com	Dennis R. Cronk	WND	16	4,128,710	9,077,050
12	<b>Commonwealth Commercial Partners LLC</b>	Richmond	commonwealthcommercial.com	Mark W. Claud; Kenneth Strickler	208,291,678	30	6,138,912	7,506,986
13	<b>Atlantic Realty Cos.</b>	Vienna	arcreealty.com	David Ross; Stan Barg; Adam Schulman	35,225,382	2	3,595,085	3,595,085
14	<b>Merritt Properties</b>	Ashburn	merrittproperties.com	Michael Larkin	WND	2	2,126,000	2,126,000
15	<b>Breeden Realty LLC</b>	Virginia Beach	thebreedencompany.com	Mark E. Pendleton	16,000,000	3	WND	2,000,000
16	<b>Pembroke Realty Group</b>	Virginia Beach	pembrokerealty.com	Ramsay Smith	WND	4	2,595,839	1,741,123
17	<b>The Runnymede Corp.</b>	Virginia Beach	trcva.com	Don Frederick; Matthew Fine; Nate Fine	76,029,608	5	2,245,080	954,845
18	<b>Harbor Group International</b>	Norfolk	harbargroupint.com	Jordan E. Slone	WND	1	1,285,864	890,608
19	<b>Olympia Development Corp.</b>	Virginia Beach	olympiadevelopment.com	Allison Cutchins Watson; Cecil Vaughan Cutchins	WND	2	873,238	799,716
20	<b>Robert Brown &amp; Associates LLC</b>	Newport News	rbainc.biz	Robert R. Brown	WND	2	636,295	636,295

<sup>1</sup> 2020 value of lease and sales transactions <sup>2</sup> In Virginia

<sup>3</sup> Most recently available information WND=would not disclose

Source: Individual companies