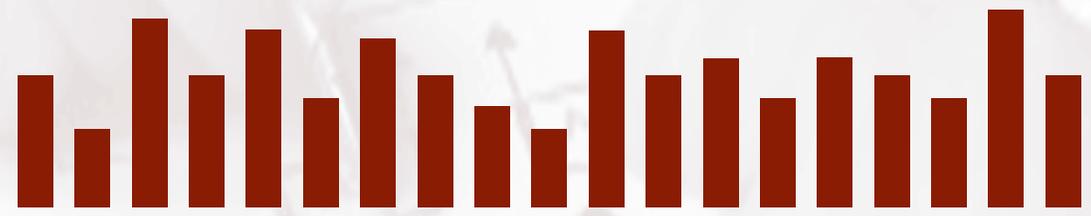


Virginia



Letting Report



September 2025

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LETTING REPORT TABLE OF CONTENTS

Performance & Competition Graphs

Six useful graphs trending the Letting Performance & Competition over the course of the Calendar Year.

Market Metrics

Table detailing pertinent Letting Market Metrics. Figures are summarized Year-to-Date and for the past Trailing Three Months.

Leader Board

Companies' bidding activity and performance are summarized for all firms placing at least one winning bid during the current Calendar Year.

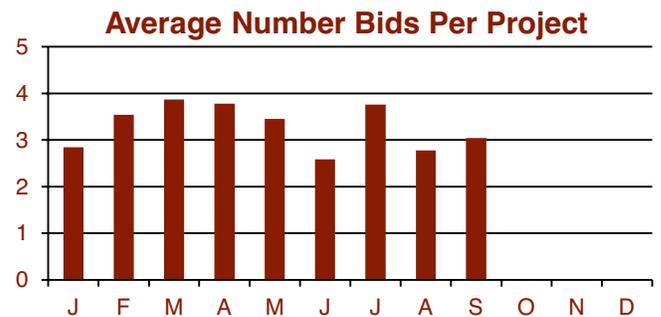
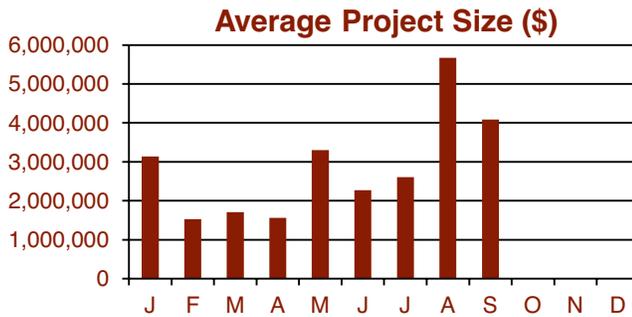
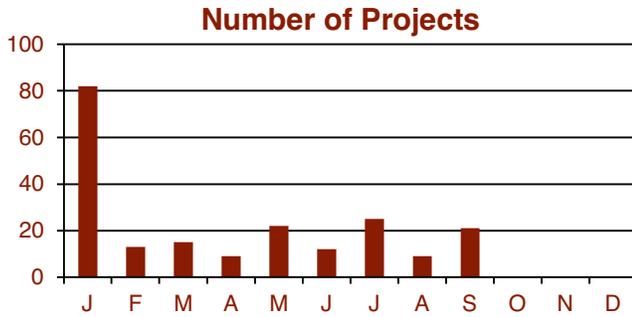
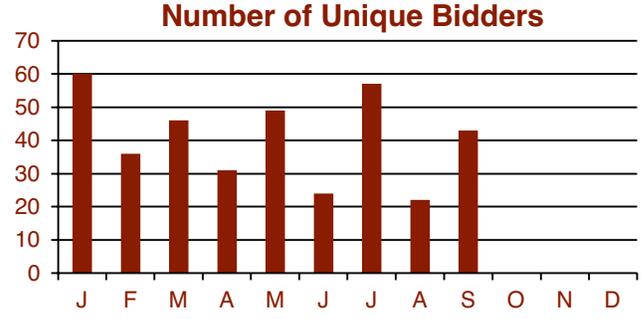
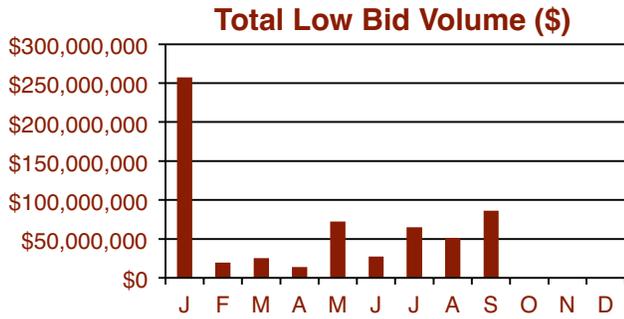
This list is sorted by largest winnings and details: Amount Left on Table (LOT), LOT %, No. of Jobs Bid, No. of Jobs Won, Win Rate expressed as a Percentage, and Percentage of Market Share.

Metrics by Project Size

The current month's letting is broken down by project size and summarized with useful metrics including ratios, counts, proportions and averages.

Letting Report's format & content may differ State by State depending on the availability of information and the timing in which it becomes available.

CONSTRUCTION PERFORMANCE & COMPETITION BY MONTH



VA CONSTRUCTION LETTING MARKET METRICS

2025 Calendar Year-to-Date & Trailing Three Months

	July	August	September	YTD
Sum of Low Bids (\$)	65,119,547	51,016,591	85,879,043	618,635,742
Sum of 2nd Place Bids (\$)	74,262,880	64,030,618	76,264,657	513,627,809
Count of Projects in Letting	25	9	21	208
Count of Bids Placed	94	25	64	661
Average Project Size (\$)	2,604,782	5,668,510	4,089,478	2,974,210
Average Number of Bids Placed per Project	3.8	2.8	3.0	3.2
Count of Unique Winning Bidders	20	9	19	69
Projects Available per Unique Winning Bidders	1.3	1.0	1.1	3.0
Average Number Bids Placed per Unique Winning Bidders	4.7	2.8	3.4	9.6
Average Low Bid per Unique Winning Bidder (\$)	3,255,977	5,668,510	4,519,950	8,965,735
Count of Unique Bidders Participating	57	22	43	130
Projects Available per Unique Bidder Participating	0.4	0.4	0.5	1.6
Average Number Bids Placed per Unique Bidder Participating	1.6	1.1	1.5	5.1
Average Number of Unique Bidders Participating per Project	2.3	2.4	2.0	0.6
Unique Bidders per Unique Winners	2.9	2.4	2.3	1.9
Average Project Size per Unique Bidder Participating (\$)	1,142,448	2,318,936	1,997,187	4,758,736

CONSTRUCTION LETTING YEAR-TO-DATE LEADER BOARD

Rank	Company	Volume Won (\$)	Left on Table (\$)	LOT % Of Bid	# Jobs Bid	# Jobs Won	Win Rate (%)	Market Share (%)
1	CURTIS CONTRACTING	65,380,866	0	0	20	3	15	10.6
2	SUPERIOR PAVING	47,217,630	3,103,305	7	44	16	36	7.6
3	ADAMS CONSTRUCTION	42,468,720	3,413,980	8	26	15	58	6.9
4	WL CONSTRUCTION & PAVING	40,985,738	721,531	2	20	10	50	6.6
5	ALLAN MYERS	39,084,547	4,478,539	11	36	11	31	6.3
6	BRANSCOME	33,703,436	2,116,693	6	18	10	56	5.4
7	WC ENGLISH	24,540,686	9,680,874	39	6	1	17	4.0
8	VIRGINIA PAVING	19,441,283	1,460,400	8	30	5	17	3.1
9	ALDRIDGE ELECTRIC	18,155,986	2,227,284	12	1	1	100	2.9
10	CHEMUNG CONTRACTING	15,688,494	534,640	3	9	9	100	2.5
11	BURLEIGH CONSTRUCTION	14,822,836	2,815,224	19	7	5	71	2.4
12	RICHARD HITE CONCRETE	12,862,196	764,961	6	4	4	100	2.1
13	CROSSROADS BRIDGE	10,471,002	3,337,852	32	16	4	25	1.7
14	CATON CONSTRUCTION	10,160,135	1,069,543	11	12	3	25	1.6
15	LEE HY CONSTRUCTION	10,048,302	585,135	6	5	3	60	1.6
16	COLONY CONSTRUCTION	9,752,703	1,259,965	13	7	3	43	1.6
17	ARCHER WESTERN	9,732,696	591,217	6	2	1	50	1.6
18	RICHARDSON-WAYLAND-FERREIRA	9,223,769	2,267,372	25	14	4	29	1.5
19	GENERAL EXCAVATION	9,158,243	369,767	4	4	3	75	1.5
20	SL WILLIAMSON	8,882,405	1,085,879	12	13	6	46	1.4
21	BIZZACK CONSTRUCTION	8,878,214	1,814,078	20	7	3	43	1.4
22	HAYMES BROTHERS	8,369,613	296,601	4	5	2	40	1.4
23	JR CASKEY	8,258,867	38,007	0	7	4	57	1.3
24	B & S CONTRACTING	7,791,065	670,141	9	7	4	57	1.3
25	MAKCO	7,564,993	2,558,180	34	11	5	45	1.2
26	BRAYMAN CONSTRUCTION	7,215,522	442,382	6	4	2	50	1.2
27	SEMINOLE EQUIPMENT	6,879,000	1,398,800	20	5	3	60	1.1
28	FREYSSINET	6,422,053	2,350,089	37	3	2	67	1.0
29	BRANCH CIVIL	6,385,000	1,682,777	26	1	1	100	1.0
30	DAVIS H ELLIOT CONSTRUCTION	6,107,291	387,707	6	5	2	40	1.0
31	FORT MYER CONSTRUCTION	6,050,429	1,625,487	27	5	3	60	1.0
32	MD MILLER	5,793,768	1,584,982	27	3	2	67	0.9
33	MULLENS MARKINGS	4,602,305	153,328	3	12	3	25	0.7

CONSTRUCTION LETTING YEAR-TO-DATE LEADER BOARD

Rank	Company	Volume Won (\$)	Left on Table (\$)	LOT % Of Bid	# Jobs Bid	# Jobs Won	Win Rate (%)	Market Share (%)
34	AMERICAN ROAD MARKINGS	4,336,948	725,986	17	7	4	57	0.7
35	KOKOSING CONSTRUCTION	4,265,049	621,291	15	3	1	33	0.7
36	ELITE CONTRACTORS	3,887,778	7,222	0	6	1	17	0.6
37	ELITE CONSTRUCTORS	3,788,368	52,068	1	2	1	50	0.6
38	M & F CONCRETE	3,770,554	512,416	14	5	2	40	0.6
39	EC PACE	3,652,775	776,288	21	5	2	40	0.6
40	SAGRES CONSTRUCTION	3,596,475	0	0	6	1	17	0.6
41	F & B CONTRACTORS	3,472,202	104,674	3	6	2	33	0.6
42	JONES ROAD & BRIDGE	3,387,235	603,558	18	7	3	43	0.5
43	LANFORD BROTHERS	3,299,540	122,212	4	5	1	20	0.5
44	LS LEE	3,256,104	394,964	12	9	5	56	0.5
45	PERFORMANCE SIGNS	3,238,914	121,322	4	1	1	100	0.5
46	S & D INDUSTRIAL PAINTING	2,976,500	623,000	21	4	1	25	0.5
47	STONEWALL BRIDGE	2,905,930	235,298	8	3	2	67	0.5
48	TRP CONSTRUCTION GROUP	2,684,754	972,030	36	4	1	25	0.4
49	CES CONSULTING	2,531,352	509,015	20	9	4	44	0.4
50	VSL ELECTRICAL SIGNING LIGHTING	2,517,812	605,488	24	7	1	14	0.4
51	THE AERO-MARK COMPANY	1,939,594	71,153	4	2	1	50	0.3
52	KING GENERAL CONTRACTORS	1,833,122	0	0	3	1	33	0.3
53	ELK KNOB	1,732,886	874,431	50	2	1	50	0.3
54	SOUTHERN ROAD & BRIDGE	1,646,456	0	0	6	1	17	0.3
55	JB MOORE ELECTRICAL	1,623,565	37,431	2	1	1	100	0.3
56	NICKELSTON INDUSTRIES	1,295,071	131,356	10	3	1	33	0.2
57	GRAHAM CONCRETE	1,001,330	421,338	42	2	2	100	0.2
58	CR HENDERSON	997,099	0	0	1	1	100	0.2
59	A ANNANDALE	883,171	108,576	12	2	1	50	0.1
60	FINLEY ASPHALT & SEALING	834,972	4,528	1	1	1	100	0.1
61	RAMIREZ CONTRACTING	737,163	36,722	5	1	1	100	0.1
62	SOWERS CONSTRUCTION	707,368	278,426	39	2	1	50	0.1
63	NORTH CONSTRUCTION	675,429	7,730	1	8	2	25	0.1
64	WL MARKERS	608,930	219,418	36	2	2	100	0.1
65	JC JOYCE TRUCKING AND PAVING	567,975	121,837	21	1	1	100	0.1

CONSTRUCTION LETTING YEAR-TO-DATE LEADER BOARD

Rank	Company	Volume Won (\$)	Left on Table (\$)	LOT % Of Bid	# Jobs Bid	# Jobs Won	Win Rate (%)	Market Share (%)
66	PCL CIVIL CONSTRUCTORS	518,810	0	0	1	1	100	0.1
67	JL KENT & SONS	463,282	63,725	14	1	1	100	0.1
68	ANGLERS	452,435	85,602	19	1	1	100	0.1
69	MANOLIS PAINTING	449,000	67,000	15	6	1	17	0.1
Total		618,635,742	66,402,825	11	504	208	41	100

Totals based on apparent low bid. Actual awarded amount may differ based on Awarded, Rejected or Deferred status.

Incomplete bids are counted as a bid. Amount left on table can appear inflated if 2nd place bid is listed as incomplete.

Values do not include Time portion of Bid. Amount LOT can appear high or low depending on value of Work portion of 2nd Place bid.

CURRENT MONTH METRICS BY PROJECT SIZE

COUNT OF PROJECTS IN LETTING

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
1	0	3	11	6	0	0	0	21

PROPORTION OF COUNT OF PROJECTS IN LETTING (%)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
5	0	14	52	29	0	0	0	100

VALUE OF LOW BID AMOUNT (\$)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
326,798	0	4,342,722	36,530,004	44,679,520	0	0	0	85,879,043

PROPORTION OF VALUE OF LOW BID AMOUNT (%)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
0	0	5	43	52	0	0	0	100

AVERAGE LOW BID VALUE PER PROJECT (\$)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
326,798	0	1,447,574	3,320,909	7,446,587	0	0	0	4,089,478

VALUE LEFT ON TABLE (\$)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
-173,526	0	-373,736	-3,055,006	-5,537,464	0	0	0	-9,139,732

CURRENT MONTH METRICS BY PROJECT SIZE

PROPORTION OF VALUE LEFT ON TABLE (%)

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
2	0	4	33	61	0	0	0	100

COUNT OF ALL BIDS SUBMITTED

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
3	0	8	34	19	0	0	0	64

AVERAGE NUMBER OF BIDS SUBMITTED PER PROJECT

\$0-\$500k	\$500k-\$1	\$1m-\$2	\$2m-\$5	\$5m-\$10	\$10m-\$20	\$20m-\$50	\$50+	Total
3.0	0.0	2.7	3.1	3.2	0.0	0.0	0.0	3.0



A complete monthly analysis of the Highway Letting

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