



S.L. NUSBAUM

REALTY CO. | SINCE 1906

BUYER ADVISORY SERVICES

Norfolk: 440 Monticello Ave. | Suite 1700 | Norfolk, VA 23510 | 757.627.8611

Richmond: 7200 Glen Forest Drive | Suite 300 | Richmond, VA 23226 | 804.320.7600

slnusbaum.com

Your Trusted Real Estate Advisor and Advocate.

Our role is to serve as your trusted advisor and advocate, representing your specific real estate needs and preferences throughout the acquisition process.

At S.L. Nusbaum Realty Co., we provide exceptional buyer advisory services for clients seeking owner-occupied or investment properties. Our commitment extends beyond brokerage services, delivering strategic guidance and expert advocacy to help ensure a successful and seamless transaction.

With experience spanning a wide range of property types and transaction sizes, we approach every assignment with meticulous attention to detail and strategic insight.

Through a rigorous due diligence process, we help minimize risk by thoroughly evaluating each opportunity for both its current value and its ability to meet your long-term business and investment objectives.

We provide a comprehensive plan of action tailored to your specific needs, including:



Site Selection



Financial Analysis



Commercial Market Research



Competitive Analysis



Strategic Planning



Negotiation and Closing

Our diverse client base includes professional and medical practices, manufacturing and distribution companies, national and local retailers, restaurateurs, investors, and real estate investment trusts (REITs). Each engagement is tailored to the unique goals, priorities, and investment criteria of the client.



Representative Transactions



34.2 Acres | Fredericksburg, VA
\$27,000,000



132 Multifamily Units | Richmond, VA
\$9,000,000



96.69 Acres | Chesapeake, VA
\$15,100,000



4,500 SF | Fuquay-Varina, NC
\$2,730,000



35+ Acres | Stafford, VA
\$14,800,000



24,701 SF | Virginia Beach, VA
\$4,250,000



100,100 SF on 13.95 Acres | Suffolk, VA
\$5,595,000



60,010 on 10.65 Acres | Norfolk, VA
\$6,250,000



21,478 SF on 2.0 Acres | Portsmouth, VA
\$3,200,000



BUYER
ADVISORY
SERVICES



Our clients come first.

Choosing S.L. Nusbaum Realty Co. means working with a team that understands the market and is focused on helping you achieve your real estate goals. Our experience, industry relationships, and market insight help identify opportunities that fit your investment strategy.

Whether you're making your first commercial real estate investment or growing an existing portfolio, we provide the guidance and expertise needed to make informed decisions.

At S.L. Nusbaum Realty Co., we are more than brokers. We are trusted advisors committed to helping you build and strengthen your commercial property portfolio.

In 2025, we assisted our clients in **more than 500 transactions** on **2.3 million SF** and approximately **\$315 million**.

TRANSACTION TYPE	# OF TRANSACTIONS	SF	TOTAL VALUE
New Leases	219	1,056,990	\$130,211,861
Sale Transactions	69	551,673	\$134,841,216
Renewals, Extensions and Expansions	213	770,155	\$48,996,890
2025 TOTAL	501	2,378,818	\$314,049,967



Meet Our Team of Professionals.

NORFOLK



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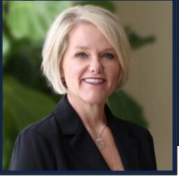
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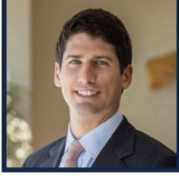
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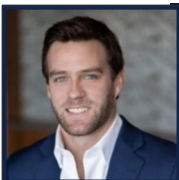
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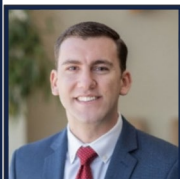
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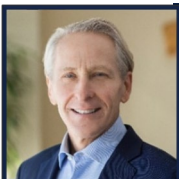
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Meet Our Team of Professionals.

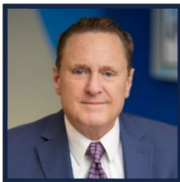
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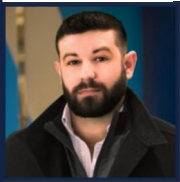
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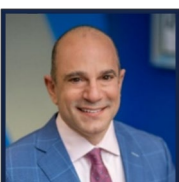
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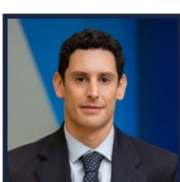
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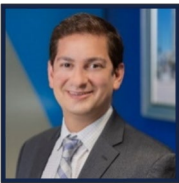
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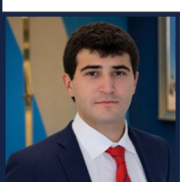
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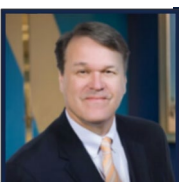
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SLN Capital Markets

SLN Capital Markets, a division of S.L. Nusbaum Realty Co., specializes in the sale and purchase of single, multi-tenant and multifamily investment properties. We work with both private and institutional investors in the acquisition and disposition of their assets and advise accordingly based on their needs. We employ the latest technology and provide up to date research to effectively market properties both nationally and internationally.

Our team offers a **“one-stop shop”** for:

- Owners and Franchisees requiring sale-leaseback structures
- Investors buying and selling income producing properties across the United States
- Sellers looking to effectuate 1031 Exchanges
- Buyers requiring best loan rates and terms from reputable debt and equity resources

To learn more, please visit: slncapitalmarkets.com or contact:



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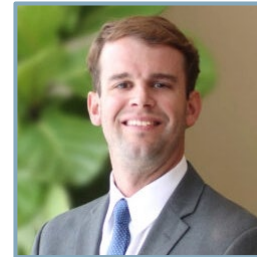
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Our SIOR Connection

Not many brokers get a seat at this table.



The **SOCIETY OF INDUSTRIAL AND OFFICE REALTORS®** is the leading global professional office and industrial real estate association. With 3,900 members in 49 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

For more than 80 years, the Society of Industrial and Office Realtors® (SIOR) has been the leading global professional office and industrial real estate association and continues to move the industry and our members' business forward as we drive the future of CRE. With more than 4,000 members in over 50 countries, SIOR represents today's most knowledgeable, experienced, ethical, and successful commercial real estate brokerage specialists.

SIOR has certified thousands of members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.

A professional affiliate of the National Association of Realtors®, SIOR is dedicated to the practice and maintenance of the highest professional and ethical standards. SIOR maintains a commitment to business and industry by providing outstanding professional services, publications, and educational programs.

The SIOR designation stands unchallenged for excellence in the performance of real estate services and is universally recognized as the prerequisite in the selection of a commercial real estate broker, agent, or consultant.

We are proud to have several SIOR designees on our outstanding team of professionals.



The CCIM Designation Is the Pinnacle in Commercial Real Estate.

Since 1967, more than 20,000 professionals have completed the **CERTIFIED COMMERCIAL INVESTMENT MEMBER (CCIM)** Designation program. CCIM Designees care as much about the expertise and quality of their service as they do about the result.

CCIM Designees are proven leaders in commercial real estate and represent the top tier of commercial real estate investment specialists, including investors, asset managers, brokers, developers, lenders, appraisers, and other industry leaders.

Individuals earn the CCIM Designation by:

- Completing a rigorous program including an elite curriculum
- Demonstrating a depth of proven experience
- Exemplifying a commitment to ethics and deal-making

We are proud to have several CCIM designees on our team of professionals.



About S.L. Nusbaum Realty Co.

Founded in 1906, S.L. Nusbaum Realty Co. is one of the largest commercial real estate firms in the Southeastern United States.

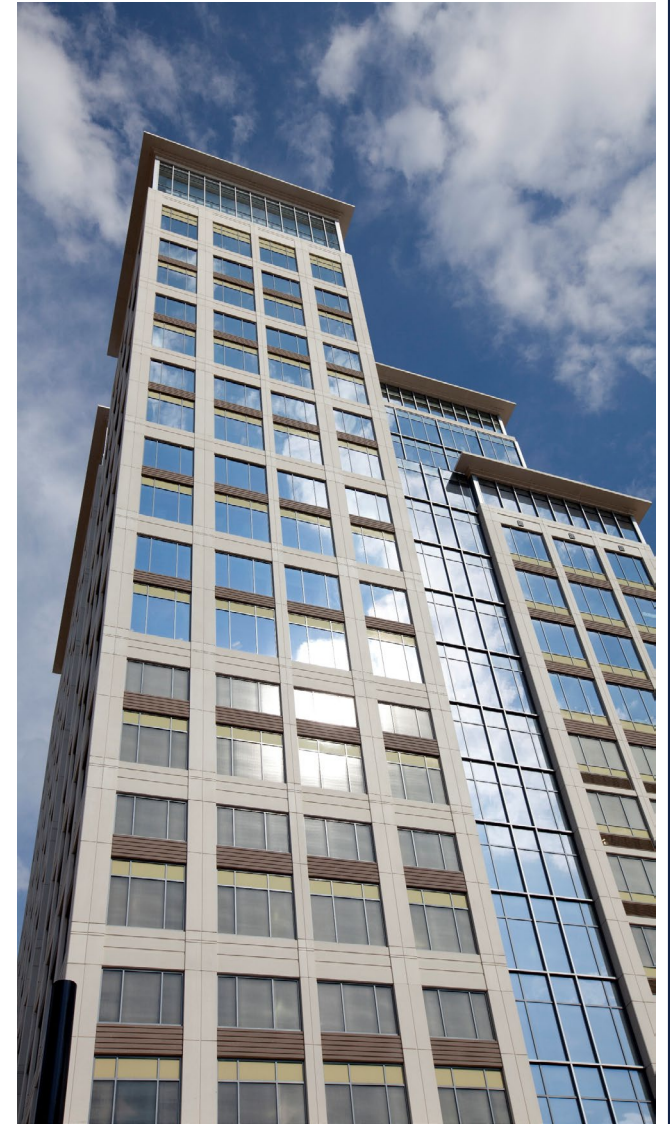
S.L. Nusbaum Realty Co. is a market leader in providing extensive commercial and multifamily services, including development, sales, leasing, property management and a full menu of financial services.

To date, S.L. Nusbaum Realty Co. has developed over 7.3 million square feet of commercial space and over 10,300 residential units in 64 apartment communities, 18 Walgreens stores and numerous fee development projects with a wide range of product types and financial structures.

Our sales and leasing team represents nearly 300 commercial properties across all product lines; our current management portfolio consists of approximately 4.8 million square feet of commercial space and more than 32,000 apartment units throughout the Southeast and Mid-Atlantic.

Our Core Services:

- Landlord/Owner Representation
- Tenant/Buyer Representation
- Commercial & Multifamily Property Management
- Commercial & Multifamily Development
- Capital Markets
- Financial Services



Learn more by scanning the QR code below or by visiting:
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