S.L. NUSBAUM
REALTY CO. | SINCE 1906

LANDLORD ADVISORY SERVICES

Industrial

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.

As your representative, we serve as both a strategic advisor and dedicated advocate, ensuring your interests are protected while helping you achieve your ownership and leasing objectives.

Our team of experienced professionals provides comprehensive representation services tailored to the unique needs of industrial property owners, including:

Strategic Leasing Advisory & Tenant Acquisition

- Develop and execute leasing strategies that attract, secure, and retain quality tenants.
- Identify target industries and users through market intelligence and proactive prospecting.
- Screen prospective tenants and negotiate lease terms that align with ownership objectives and maximize asset value.

Asset Marketing & Market Positioning

- Create targeted marketing programs that highlight the property's competitive advantages.
- Leverage industry relationships, brokerage networks, and digital platforms to generate demand.
- Continuously position the asset to maintain market competitiveness and occupancy.

Lease Administration & Ownership Support

- Oversee lease administration to support timely rent and CAM collections.
- Manage renewals and tenant retention strategies to enhance long-term income performance.
- Provide responsive communication, strategic guidance, and dedicated support focused on achieving ownership goals.

Dedicated Advisory & Client Support

- Deliver personalized guidance, strategic insights, and hands-on support throughout the leasing process.
- Maintain responsive communication and timely assistance to address questions and concerns.
- Foster long-term partnerships built on trust, integrity, and shared success.

Representative Industrial Listings

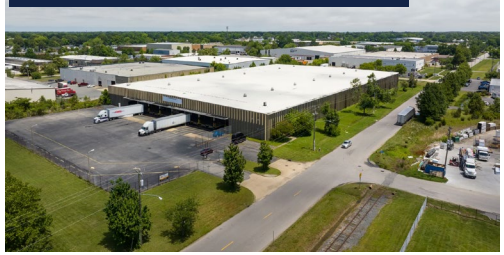
Warehouse Facility
Norfolk, VA
193,771 SF

Warehouse/Laydown Yard
Richmond, VA
16,400 SF

Manufacturing Facility
Suffolk, VA
101,160 SF

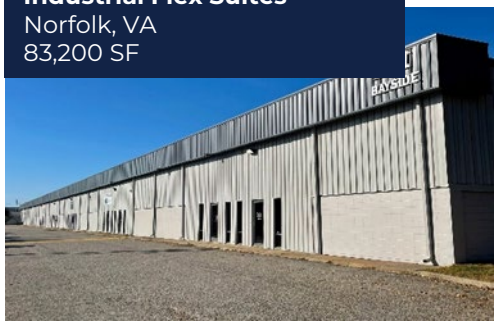
Warehouse Facility
Virginia Beach, VA
115,325 SF

Distribution Facility
Norfolk, VA
152,000 SF

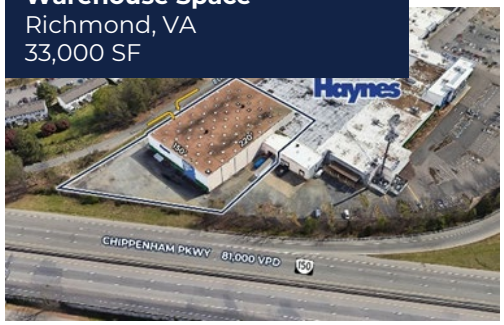


Warhouse Facility
Norfolk, VA
120,000 SF

Industrial Flex Suites
Norfolk, VA
83,200 SF



Warehouse Space
Richmond, VA
33,000 SF



Industrial Flex Building
Norfolk, VA
49,272 SF

S.L. NUSBAUM
REALTY CO.

Our Record of Success.

We think like Landlords, because we are Landlords.

Our experience enables us to excel not just in leasing spaces, but in elevating the brand and image of your buildings. Understanding the unique needs of various property owners, whether corporate, institutional or locally-owned, we craft leasing strategies tailored to attract and retain the ideal tenants.

Choosing S.L. Nusbaum Realty Co. as your advisor means partnering with a dedicated team committed to optimizing the value and performance of your industrial property investment.

From distribution centers to cold storage, manufacturing or flex space, showrooms or warehouse facilities, we have the expertise to help you find the best tenants under the best possible terms.

In 2025, assisted our clients in **more than 500 transactions** totaling **over 2.6 million SF** and **$314 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

S.L. NUSBAUM
REALTY CO.

Meet Our Team of Professionals.

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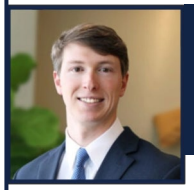

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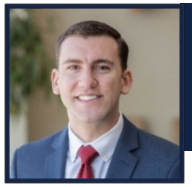

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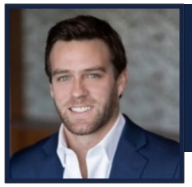

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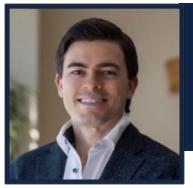

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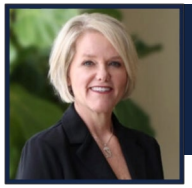

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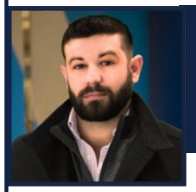

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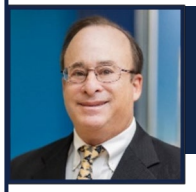

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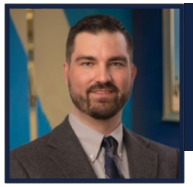

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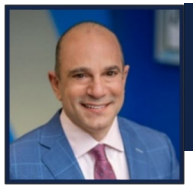

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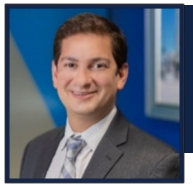

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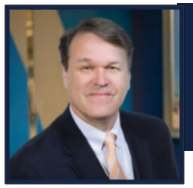

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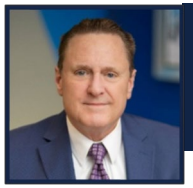

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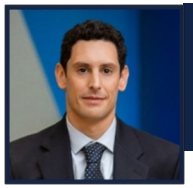

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Our SIOR Connection

Not many brokers get a seat at this table.

The SOCIETY OF OFFICE AND INDUSTRIAL 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 Associate 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.

CCIM Designation

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.

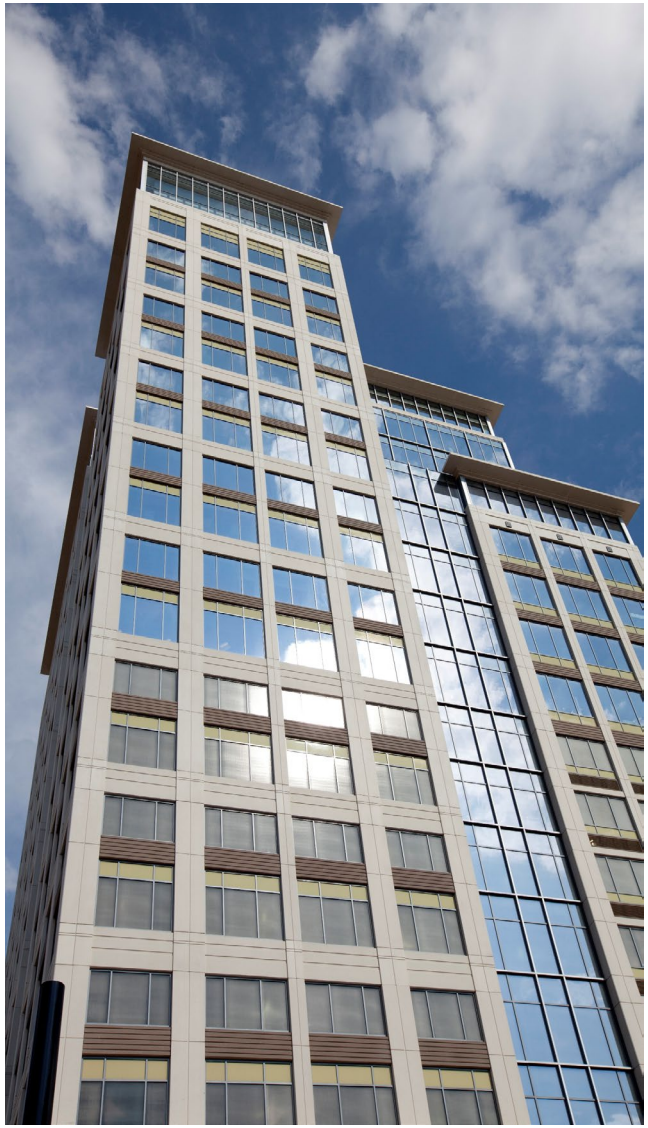
About S.L. Nusbaum Realty Co.

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

Let's Connect.

Learn more by scanning the QR code below or by visiting:
slnusbaum.com

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