S.L. NUSBAUM

REALTY CO. | SINCE 1906

LANDLORD ADVISORY SERVICES

Office

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 office property owners, including:

Strategic Leasing Advisory & Landlord Representation Services

- Develop customized leasing strategies to attract and retain high-quality tenants.
- Utilize market research and analysis to identify target tenant demographics and industries.
- Implement proactive marketing initiatives that showcase property strengths and generate tenant interest.

Tenant Prospecting & Selection

- Actively identify and engage prospective tenants through targeted outreach, industry relationships, and online platforms.
- Conduct thorough tenant evaluations to ensure alignment with ownership goals.
- Facilitate mutually beneficial leasing arrangements that support long-term success.

Lease Negotiation & Administration

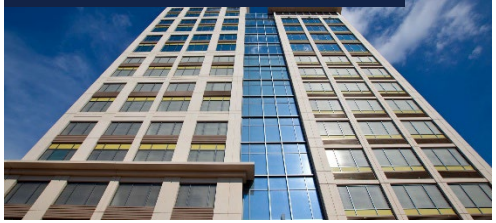
- Provide expert advisory support and skilled negotiation to secure favorable lease terms and rental rates.
- Oversee efficient lease administration, including rent payments and CAM collections.
- Execute strategic renewals to maximize occupancy, rental income, and tenant retention.

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.

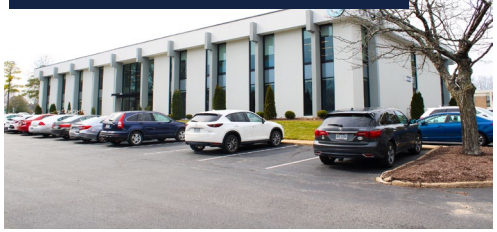
Representative Office Listings

Class A Office Tower
Norfolk, VA
255,000 SF

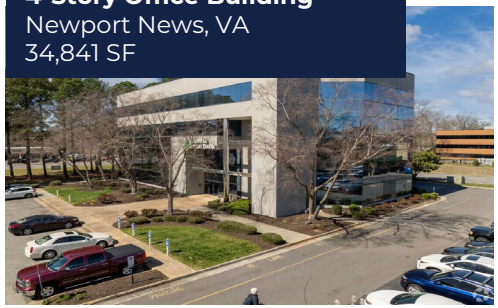


Newly Renovated Office
Richmond, VA
7,500 SF

Class A Office Building
Richmond, VA
22,422 SF

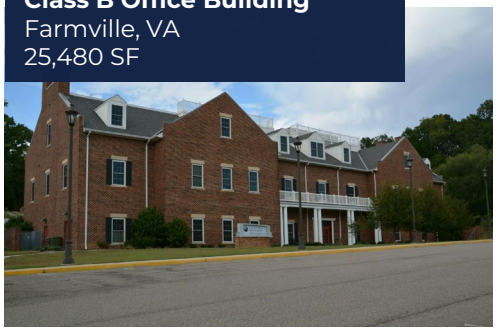


4-Story Office Building
Newport News, VA
34,841 SF



Class A Medical Office
Chesapeake, VA
46,644 SF

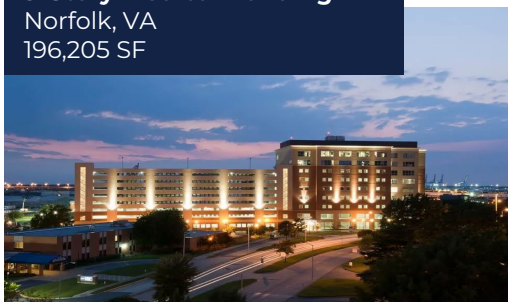
Class B Office Building
Farmville, VA
25,480 SF



Single Story Office Building
Virginia Beach, VA
7,152 SF

Class B Office Building
Henrico, VA
7,950 SF

9-Story Medical Building
Norfolk, VA
196,205 SF



S.L. NUSBAUM
REALTY CO.

Our Record of Success.

We see real estate from a different perspective....yours.

We think like Landlords, because we are Landlords and 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 representative means partnering with a dedicated team committed to optimizing the value and performance of your office property investment.

Whether your property is existing or build-to-suit, Class A, B, or C, single or multi-story, medical or general office, suburban or downtown, 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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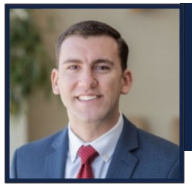

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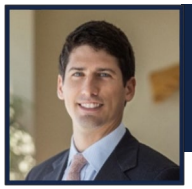

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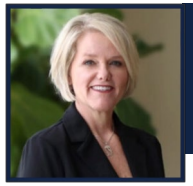

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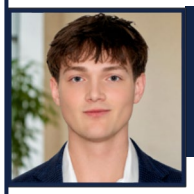

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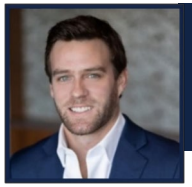

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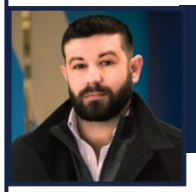

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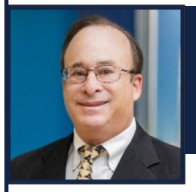

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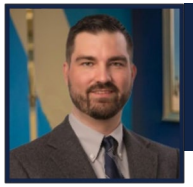

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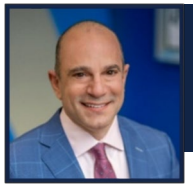

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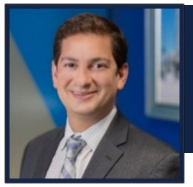

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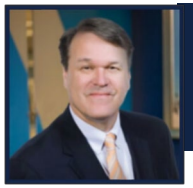

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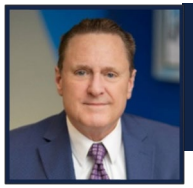

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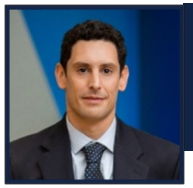

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S.L. NUSBAUM
REALTY CO.

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 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.

CCIM

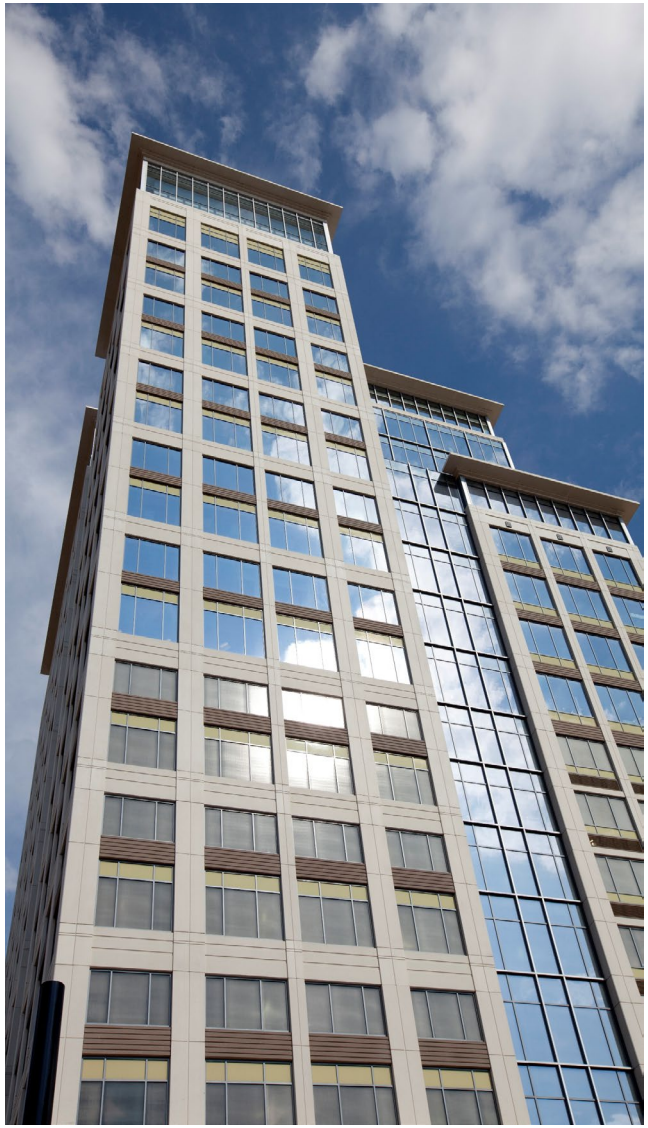
About S.L. Nusbaum Realty Co.

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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No warranty or representation, expressed or implied, is made to the accuracy or completeness of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by the property owner(s). As applicable, we make no representation as to the condition of the property (or properties) in question.