S.L. NUSBAUM

REALTY CO. | SINCE 1906

LANDLORD ADVISORY SERVICES

Retail

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

PROUD PARTNER XTEAM RETAIL ADVISORS

Your Trusted Real Estate Advisor and Advocate.

Our job is to serve as an advisor and advocate to ensure your interests are protected and your goals are achieved.

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

Strategic Leasing & Landlord Representation

- Customized leasing strategies designed to attract and retain high-quality tenants.
- Market research and analysis to identify target tenant demographics and industry opportunities.
- Proactive marketing and tenant prospecting through industry networks, online platforms, and targeted outreach.
- Rigorous tenant screening and collaboration to ensure alignment with property objectives and mutually beneficial leasing arrangements.

Lease Negotiation & Management

- Skilled negotiation to secure favorable lease terms and rental rates.
- Efficient lease administration and compliance management.
- Strategic lease renewals focused on optimizing rental income and tenant retention.

Property Marketing & Positioning

- Targeted marketing campaigns that highlight the property's unique features and benefits.
- Creative branding strategies that enhance visibility and appeal to prospective tenants.
- Ongoing market positioning efforts to maintain competitiveness and attract high-quality tenancy.

Dedicated Client Support

- Personalized attention and support from experienced real estate professionals.
- Responsive communication and timely assistance throughout the leasing process.
- A commitment to building long-term relationships based on trust, integrity, and mutual success.

Representative Clients

ARISTA REAL ESTATE

SJC VENTURES

Larrymore organization

IMPACT Investments Group

MCLESKEY

mckinley

SITE Hutton®

VirginiaTech FOUNDATION INC.

ASHLAND CONSTRUCTION, INC.

S.L. NUSBAUM REALTY CO. Richmond Properties Group

OLD DOMINION UNIVERSITY

SAMCO PROPERTIES

DIMENSION DEVELOPMENT PARTNERS, LLC

SUBURBAN CAPITAL

ARDENT

ESSENTIAL GROWTH ACQUISITION PROPERTIES

MITCHENER PROPERTIES LLC

SECOND HORIZON CAPITAL

S.L. NUSBAUM REALTY CO. Norfolk Properties Group

MIDLAND ATLANTIC PROPERTIES

SCHAFFER

DEVELOPERS REALTY CORPORATION

WOODHAVEN DEVELOPMENT GROUP

mosaic GROUP

Jaffe-Caplan-Fleder

REALTYLINK LLC

PECK PROPERTIES

LINGERFELT COMMONWEALTH PARTNERS

Our Record of Success.

We think like Landlords, because we are Landlords.

This experience allows 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 family-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 retail property investment.

Shopping centers, free-standing buildings, restaurant facilities, community centers or big box retail, we have the expertise to help you find the best tenants under the best possible terms.

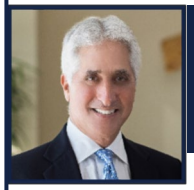
In 2025, assisted our clients in **more than 500 transactions** totaling **over 2.6 million SF** and **$314 million**.

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.

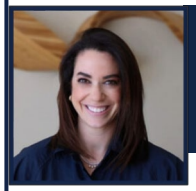
Meet Our Team of Professionals.

NORFOLK



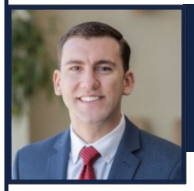
MURRAY ROSENBACH
Senior VP | Director of Shopping Center Leasing | Partner
757.640.2229 (direct)
mrosenbach@slnusbaum.com

CHRIS HUCKE
Senior VP | Assistant Director of Shopping Ctr Leasing | Partner
757.640.2205 (direct)
chucke@slnusbaum.com

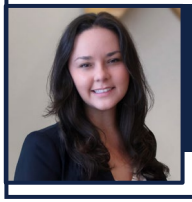


LINDSAY BANGEL
Senior Associate
757.263.4847 (direct)
lbangel@slnusbaum.com

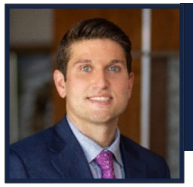
AUSTIN GLASER
Senior Associate
757.271.3160 (direct)
aglaser@slnusbaum.com



ANTHONY GRECCO
Senior Associate
757.452.6133 (direct)
agrecco@slnusbaum.com



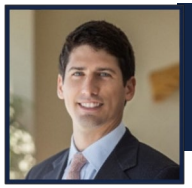
JESSICA MIKLAS
Associate
757.452.6132 (direct)
jmiklas@slnusbaum.com



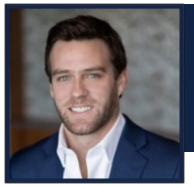
PIERCE JACOBSON
Partner | Shopping Center Leasing
757.452.6141 (direct)
pjacobson@slnusbaum.com

RICHARD JACOBSON
Senior Vice President | Partner
757.640.2223 (direct)
rjacobson@slnusbaum.com

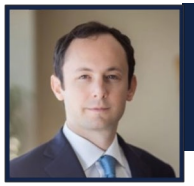
TYLER JACOBSON
Senior Vice President | Partner
757.640.5435 (direct)
tjacobson@slnusbaum.com



BEN LEON
Vice President
757.640.2272 (direct)
bleon@slnusbaum.com



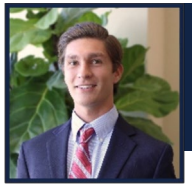
MARTIN MURDEN
Partner | Commercial Brokerage
757.640.2265 (direct)
mmurden@slnusbaum.com



MATTHEW NUSBAUM
Asset Manager | Partner
757.627.8611 (direct)
mnusbaum@slnusbaum.com

BILL OVERMAN, CCIM
Partner | Commercial Brokerage & Development
757.640.2254 (direct)
boverman@slnusbaum.com

SAM RAPOPORT
Vice President | Partner
757.640.5438 (direct)
srapoport@slnusbaum.com



BRODY TUCKER
Associate
757.640.2235(direct)
btucker@slnusbaum.com

JOHN J. WESSLING, SR., CCIM
Senior Vice President | Partner
757.640.2412 (direct)
jwessling@slnusbaum.com

CHRIS ZARPAS
Senior Vice President | Partner
757.640.5437 (direct)
czarpas@slnusbaum.com

S.L. NUSBAUM
REALTY CO.

Meet Our Team of Professionals.

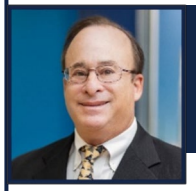
RICHMOND

NATHAN SHOR
Senior Vice President | Partner
804.944.2399 (direct)
nshor@slnusbaum.com

LARRY AGNEW
Senior Vice President
804.944.9262 (direct)
lagnew@slnusbaum.com

BOB BUTCHER
Senior Vice President | Partner
804.944.9259 (direct)
bbutcher@slnusbaum.com

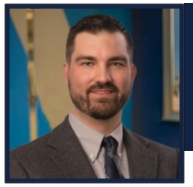
CHARLES BUTCHER
Associate
804.661.0029 (direct)
cbutcher@slnusbaum.com



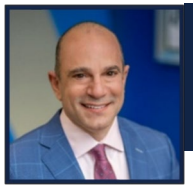
REID CARDON
Senior Associate
804.944.9260 (direct)
rcardon@slnusbaum.com

ALEX CHERNOFF
Associate
804.767.0426 (direct)
achernoff@slnusbaum.com

FENTON CHILDERS
Commercial Brokerage
804.944.9265 (direct)
fchilders@slnusbaum.com

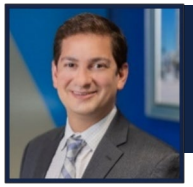


JASON JONES
Associate
314.341.7952 (direct)
jjones@slnusbaum.com



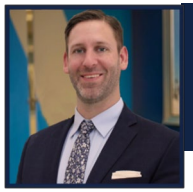
ANDREW PEGALIS, JD, RPW, ARM
Commercial Development
804.944.9272 (direct)
apegalis@slnusbaum.com

SARAH SADLER
Senior Associate
804.533.5390 (direct)
ssadler@slnusbaum.com



ADAM SHOR
Senior Associate
804.944.2437 (direct)
ashor@slnusbaum.com

DOUGLAS O. TICE, III, CCIM
Senior Vice President
804.944.9273 (direct)
dtice@slnusbaum.com



ANDREW THACKER
Vice President
804.944.9271 (direct)
athacker@slnusbaum.com

ELLIOT WARSOF
Senior Associate
804.944.9266 (direct)
ewarsof@slnusbaum.com

EMMA WILL
Associate
804.508.7283 (direct)
ewill@slnusbaum.com

X Team Retail Advisors

S.L. Nusbaum Realty Co. is proud to partner with X Team Retail Advisors.

X Team Retail Advisors unique structure integrates an alliance of retail real estate advisory offices into one dynamic and cohesive unit. Made up of an impressive roster of experienced industry professionals with proven local market expertise, X Team has the ability to offer retailers and developers, as well as owners and third parties, a compelling blend of superior insight with site-and region-specific service.

Each X Team Partner office is comprised of qualified retail real estate specialists who have extensive experience representing tenants and major retail developers across the nation. X Team members combine the passion, understanding, personal service and hard-earned local knowledge of a regional boutique brokerage firm with the experience, industry savvy and established relationships of a national firm.

To learn more, visit: xteamretail.com

PROUD PARTNER
XTEAM
RETAIL ADVISORS

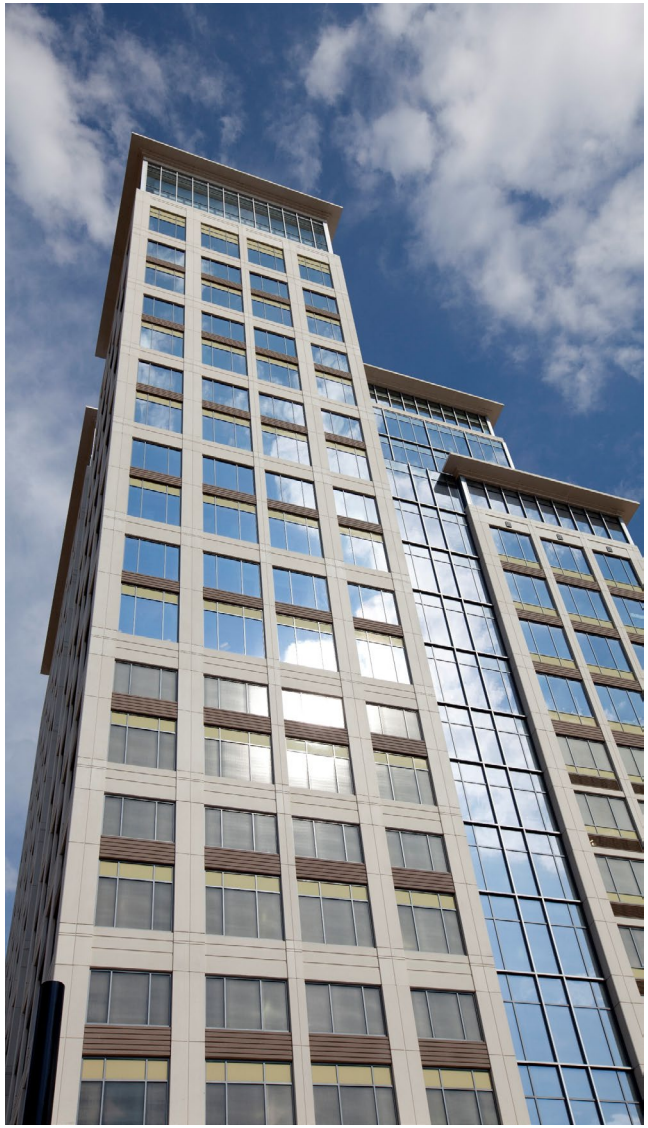
About S.L. Nusbaum Realty Co.

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

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

DISCLAIMER:

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.