



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



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



Meet Our Team of Professionals.

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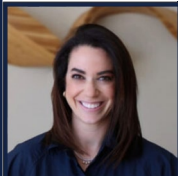
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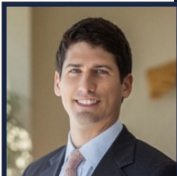
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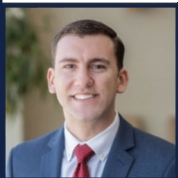
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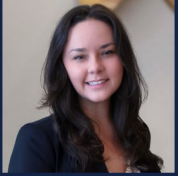
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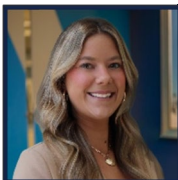
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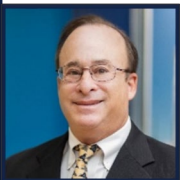
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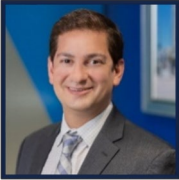
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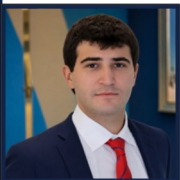
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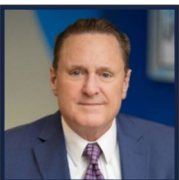
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S.L. Nusbaum Realty Co. is proud to partner with X Team Retail Advisors.

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



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:
slnusbaum.com



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