

# Landlord Representation



S.L. NUSBAUM  
REALTY CO. | SINCE 1906



## INDUSTRIAL ADVISORY SERVICES

S.L. Nusbaum Realty Co. | [slnusbaum.com](http://slnusbaum.com)

**Norfolk:** 440 Monticello Avenue | Suite 1700 | Norfolk, VA 23510 | 757.627.8611

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



# How Can We Help You?



S.L. NUSBAUM  
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**Our job is to serve as an advisor and advocate to ensure your interests are protected and goals are reached.**

Our team of seasoned professionals specialize in providing comprehensive representation services tailored to meet the unique needs of industrial property owners including:

## **Strategic Leasing Services:**

- Development of customized leasing strategies to attract and retain high-quality tenants.
- Utilization of market research and analysis to identify target tenant demographics and industries.
- Proactive marketing efforts to showcase property features and attract potential tenants.

## **Tenant Prospecting and Selection:**

- Active engagement in tenant prospecting through various channels, including industry networks and online platforms.
- Rigorous screening process to evaluate tenant suitability and alignment with property goals.
- Collaboration with tenants to ensure a mutually beneficial leasing arrangement.

## **Lease Negotiation and Administration**

- Skilled negotiation techniques to secure favorable lease terms and rental rates.
- Transparent and efficient lease administration processes to ensure timely rent payments and CAM collections.
- Strategic lease renewals to optimize rental income and tenant retention.

## **Property Marketing and Positioning:**

- Development of targeted marketing campaigns to promote the property's unique features and benefits.
- Creative branding strategies to enhance the property's visibility and appeal to potential tenants.
- Ongoing market positioning efforts to stay competitive and attract high-quality tenants.

## **Dedicated Client Support:**

- Personalized attention and dedicated support from our experienced team of professionals.
- Responsive communication and timely assistance to address any inquiries or concerns.
- Commitment to building long-term relationships based on trust, integrity, and mutual success.

# Why Choose SLN?



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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.

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, we assisted our clients in **more than 500 transactions** totaling **over 2.3 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
<b>2025 TOTAL</b>	<b>501</b>	<b>2,378,818</b>	<b>\$314,049,967</b>

Our unmatched expertise and esteemed reputation in the industrial property sector position us as industry leaders.

Serving the Southeast and Mid-Atlantic regions, we proudly showcase more than a century-long track record of excellence. Throughout this time, we have successfully overseen the development, ownership, leasing, and management of millions of square feet of commercial space.

# Representative Industrial Listings



**S.L. NUSBAUM**  
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**Warehouse Facility**  
3321 E. Princess Anne Road  
Norfolk, VA  
  
193,771+ SF



**Industrial Flex Suites**  
5721 Bayside Road  
Virginia Beach, VA  
  
83,200 SF



**2-Warehouse Facilities**  
2103 & 2121 Pine Forest Drive  
Colonial Heights, VA  
  
12,400 SF



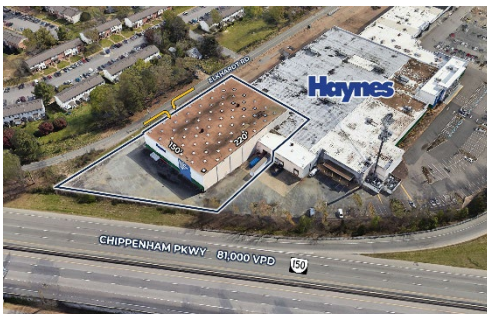
**Warehouse/Laydown Yard**  
1701 Roseneath Road  
Richmond, VA  
  
16,400 SF



**Industrial Flex Space**  
5776 Arrowhead Drive  
Norfolk, VA  
  
49,272 SF



**Brewery or Adaptive-Use**  
211 W. 24<sup>th</sup> Street  
Norfolk, VA  
  
30,470 SF



**Warehouse Space**  
6550 Hull Street Road  
Richmond, VA  
  
33,000 SF



**Warehouse Building**  
3011-3017 West Leigh Street  
Richmond, VA  
  
17,055 SF

# Meet the Team - Norfolk



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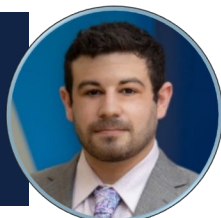
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# SLN Capital Markets



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**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:

- 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
- Owners and Franchisees requiring sale-leaseback structures

To learn more, please visit: [slncapitalmarkets.com](http://slncapitalmarkets.com) or contact:



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# Our SIOR Connection



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## 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 3,900 members in 49 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.**



**SIOR®**

# CCIM Designation



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## 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.



S.L. NUSBAUM  
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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 5.3 million square feet of commercial space and more than 33,000 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



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Learn more by scanning the QR code below or by visiting: [slnusbaum.com](https://slnusbaum.com)



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