



S.L. NUSBAUM

REALTY CO. | SINCE 1906

SELLER ADVISORY SERVICES

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.

Our role is to serve as your trusted advisor and advocate, representing your unique real estate objectives every step of the way.

At S.L. Nusbaum Realty Co., we provide comprehensive seller advisory services designed to help commercial property owners maximize value, attract qualified buyers, and achieve a successful transaction.

We begin with a thorough evaluation of your property, market position, and target buyer pool, then develop a customized strategy to position your asset for maximum exposure.

From marketing and property showings to negotiations, due diligence, and closing, our team manages every aspect of the sales process with professionalism, transparency, and attention to detail.

Whether optimizing property value, navigating complex transaction issues, or evaluating financial considerations, we are committed to delivering exceptional service and achieving the best possible outcome for your investment.

As your Advisor, we will provide:



Strategic Pricing Analysis Expert market insights and pricing recommendations designed to maximize value.



Targeted Marketing Strategies Customized marketing campaigns and industry relationships that connect your property with qualified buyers.



Comprehensive Market Exposure Broad visibility through multiple channels to enhance buyer interest and competition.



Skilled Negotiation & Advocacy Strong representation throughout negotiations while maintaining clear, open communication from contract to closing.



Representative Transactions

292,109 SF on 12.24 Acres | Norfolk, VA
\$34,897,500



34,300 SF | Elizabeth City, NC
\$7,000,000



16,560 SF on 4.33 Acres | Richmond, VA
\$9,000,000



27,488 SF on 2.3 Acres | Norfolk, VA
\$3,500,000



10,003 SF | Virginia Beach, VA
\$3,500,000



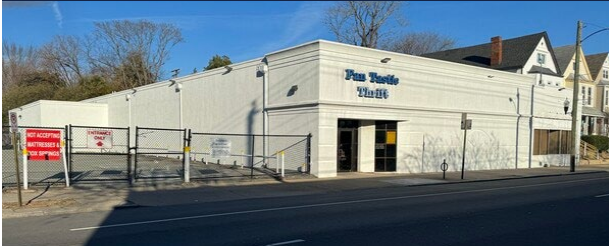
27,000 SF on 3.87 Acres | Charlottesville, VA
\$6,200,000



8,000 SF | Richmond, VA
\$1,200,000



13,478 SF on 2.3 Acres | Richmond, VA
\$3,675,000



40 Multifamily Units | Hopewell, VA
\$3,675,000



Our Record of Success.



Our clients come first.

Our team of experienced professionals goes the extra mile to ensure that you receive the best possible selling price for your commercial asset. We understand the intricacies of the commercial real estate market and use our expertise to create customized marketing strategies that are tailored to your property's unique features and strengths.

We leverage our market knowledge to benefit our clients, offering innovative solutions tailored to capitalize on prevailing market conditions and emerging opportunities.

From medical facilities and office buildings, to industrial properties and shopping centers, multifamily communities, free-standing retail, mixed-use projects and land parcels of every size - we bring more than a century of expertise in successful property disposition services.

In 2025, we assisted our clients in **more than 500 transactions** on **2.3 million SF** and approximately **\$315 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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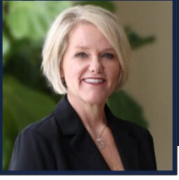
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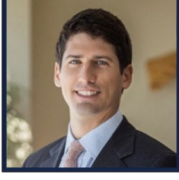
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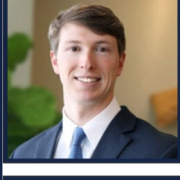
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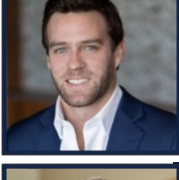
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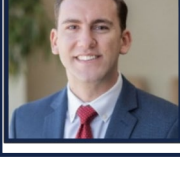
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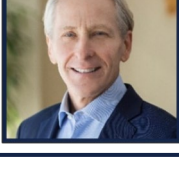
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Meet Our Team of Professionals.

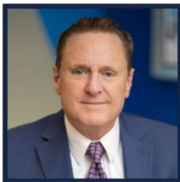
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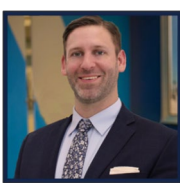
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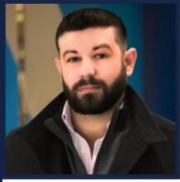
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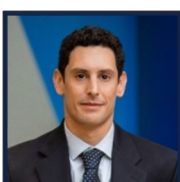
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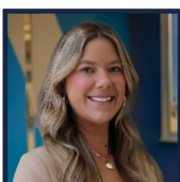
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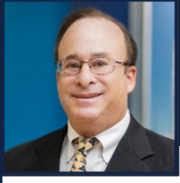
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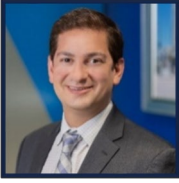
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SLN Capital Markets

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:

- Owners and Franchisees requiring sale-leaseback structures
- 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

To learn more, please visit: slncapitalmarkets.com or contact:



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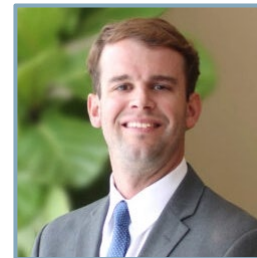
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Not many brokers get a seat at this table.



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 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.

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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



Learn more by scanning the QR code below or by visiting:
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