

# Seller Representation



S.L. NUSBAUM  
REALTY CO. | SINCE 1906



## 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



# What is a Seller Representative?



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**Our job is to serve as an advisor and advocate for your specific real estate needs and preferences.**

At S.L. Nusbaum Realty Co., our seller representation services offer comprehensive support to property owners looking to sell their commercial real estate assets. These services are tailored to meet the unique needs of each client and ensure a seamless and profitable transaction process.

Our seller representation services begin with a thorough assessment of the property, including its market value, potential buyers, and competitive landscape. We leverage our expertise and industry knowledge to develop a customized marketing strategy designed to attract qualified buyers and maximize the property's exposure.

Throughout the selling process, our team manages every aspect with precision and professionalism. This includes coordinating property showings, negotiating offers, and facilitating due diligence and closing procedures. We prioritize clear communication and transparency, keeping our clients informed and empowered at every step.

Additionally, our seller representation services extend beyond the transaction itself. We provide strategic guidance and advice to help clients make informed decisions that align with their long-term goals. Whether it's optimizing property value, navigating legal complexities, or exploring tax implications, our team is committed to delivering exceptional service and achieving the best possible outcome for our clients.

We offer peace of mind and expert guidance to property owners, allowing them to confidently navigate the complexities of selling their commercial real estate assets while maximizing their return on investment.

As your seller representative, we will provide:

- **Strategic Pricing Analysis:** Expert advice on pricing strategy to maximize value
- **Targeted Marketing Strategies:** Leverage our network to promote your property
- **Comprehensive Exposure:** Ensure widespread visibility for your property
- **Negotiation Expertise:** We advocate for your interests while maintaining open communication

# Why Choose SLN?



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## 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.

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
<b>2025 TOTAL</b>	<b>501</b>	<b>2,378,818</b>	<b>\$314,049,967</b>

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.

At S.L. Nusbaum Realty Co., we pride ourselves on our commitment to excellence and dedication to serving our clients. We understand that selling a commercial property is a significant decision, and we are here to help you every step of the way

# Representative Transactions



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**Seller:** 3321 Princess Anne, LLC  
**Property:** 292,109 SF Industrial Facility on 12.24 Acres  
**Location:** 3321 E. Princess Anne Road, Norfolk, VA  
**Sale Price:** \$34,897,500



**Seller:** Storyland Properties LLC  
**Property:** 16,560 SF Commercial Building on 4.33 Acres  
**Location:** 915 N. Allen Avenue, Richmond, VA  
**Sale Price:** \$9,000,000



**Seller:** 1155 Pineridge LLC & Ruth McElroy Amundsen  
**Property:** 72,000 SF Industrial Building on 5.68 Acres  
**Location:** 1155 Pineridge Road, Norfolk, VA  
**Sale Price:** \$8,500,000



**Seller:** BJ&S Properties, LLC  
**Property:** 34,300 SF The Shoppes at Tanglewood  
**Location:** Elizabeth City, NC  
**Sale Price:** \$7,000,000

# Representative Transactions



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**Seller:** Charlottesville Rio Rd LLC  
**Property:** 13,500 SF Industrial Building on 12.59 Acres  
**Location:** 400 W. Rio Road, Charlottesville, VA  
**Sale Price:** \$3,999,000



**Seller:** Lynchburg Partners LLC  
**Property:** 41,250 SF Retail Property on 2.24 Acres  
**Location:** 3412 Waterlick Road, Lynchburg, VA  
**Purchase Price:** \$2,700,000



**Seller:** 1705 E. Franklin LLC  
**Property:** 11,941 SF Commercial Building on .19 Acre  
**Location:** 1705-1709 E. Franklin Street, Richmond, VA  
**Sale Price:** \$2,150,000



**Seller:** Modern Savage Investments, Inc.  
**Property:** 6,000 SF Office Property on 1.41 Acre  
**Location:** 1632 Virginia Beach Blvd., Virginia Beach, VA  
**Sale Price:** \$2,000,000

# Meet the Team - Norfolk



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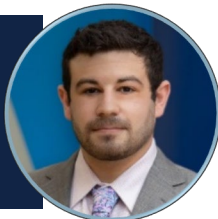
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# SLN Capital Markets



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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 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.**



**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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