



S.L. NUSBAUM

REALTY CO. | SINCE 1906

TENANT ADVISORY SERVICES

Industrial

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

Whether searching for new space or assistance in renegotiating an existing lease, we will evaluate your real estate requirements and determine the **best course of action based on your specific objectives**. Unlike landlords or listing agents, who represent the property owner, we will focus solely on securing the best possible outcome for your business.

All our services are provided at no cost to you. Landlord pays all associated fees!

What can you expect?



Expert Guidance with a Personalized Approach: With more than a century of commercial real estate experience, we provide strategic guidance through every stage of the leasing process, from market analysis and site selection to lease negotiation and execution. Because every business has unique space requirements, we take the time to understand your specific goals, preferences, and operational needs, tailoring our services to deliver solutions that align with your objectives and drive the best possible outcome.



Extensive Market Access: Leveraging our extensive network, industry connections, and market insights, we have access to a wide range of industrial properties that may not be available through other channels. This gives you access to a broader selection of options to choose from.



Negotiation Strength & Ongoing Support: Our experienced negotiators advocate on your behalf to secure favorable lease terms, including rental rates, lease duration, tenant improvement allowances, and other critical business provisions. From initial market evaluation through lease execution and beyond, we provide ongoing guidance and support, serving as a trusted real estate advisor for your current and future commercial real estate needs.



Why Choose SLN?

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

We approach tenant representation strategically, analyzing your overall business concerns and developing real estate solutions that support both financial and operational objectives.

Whether you lease a single location or manage a global portfolio, our industrial experts provide:

- **Site Selection**
- **Commercial Market Research**
- **Negotiation and Closing**
- **Complex Transaction Management**
- **Strategic Planning**
- **Financial Analysis**
- **Lease Negotiation and Administration**
- **Competitive Analysis**

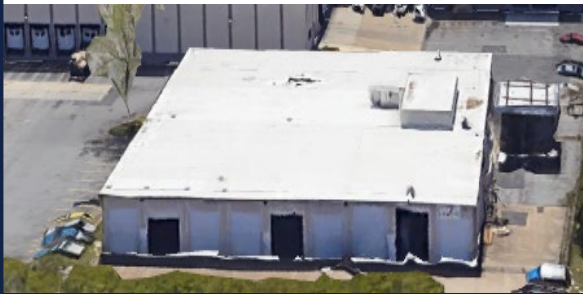
Our services extend beyond simply finding available space. We partner with you to align your business, financial, and operational goals, creating an integrated supply chain and real estate strategy that positions your organization for future success.

Whether supporting a relocation, renewal, consolidation, or sublease, we begin by identifying your long-term strategic objectives. We then leverage our market research, industry experience, and analytical expertise to help you make informed real estate decisions.

Through skilled negotiation, detailed market intelligence, and in-depth commercial real estate knowledge, our team guides tenants through the leasing process while helping achieve their broader business goals.



Representative Transactions



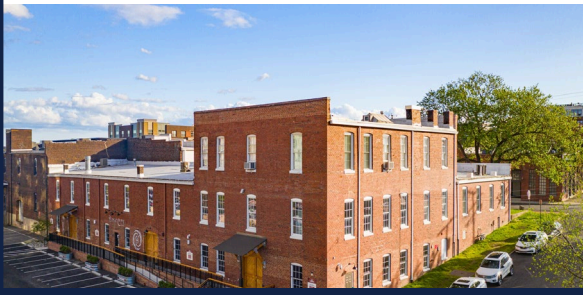
23,400 SF – Winsupply Virginia Beach
Virginia Beach, VA



8,960 SF – Powhatan Manufacturing, LLC
Hampton, VA



2,000 SF – Brynic Solutions, LLC
Mineral, VA



4,408 SF – Mojo Glassworks, LLC
Richmond, VA



20,000 SF – Landscape Supply, LLC
Virginia Beach, VA



14,239 SF – Energix O&M, LLC
Richmond, VA



5,654 SF – Kogok Corporation
Richmond, VA



9,900 SF – Brightspeed of Virginia, LLC
Stanardsville, VA



7,885 SF - Security Technology Group
Chesapeake, VA



Our Record of Success.



We are experts in the field of industrial leasing.

Whether you are a national operation or local business, our team has decades of experience and will always put your best interests first throughout the entirety of the real estate transaction.

Distribution, flex, manufacturing, R & D, cold storage, data centers, single tenant suites or entire facilities, we have the expertise to help you find the best fit for your business under the best possible terms.

In 2025, we were able to assist our clients in **more than 500 transactions** totaling **over 2.6 million square feet**.

TRANSACTION TYPE	#	SQUARE FOOTAGE
New Leases	219	1,056,990
Sale Transactions	69	551,673
Renewals, Extensions and Expansions	213	770,155
2025 TOTAL	501	2,378,818

Experience That Delivers Results.

Serving the Southeast and Mid-Atlantic region for more than a century, our team of expert advisors are here to guide you through the industrial leasing process, making sure your questions are answered, and your interests are protected.

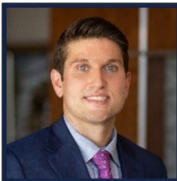


Meet Our Team of Professionals.

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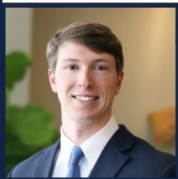
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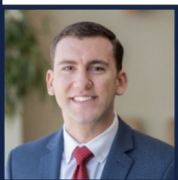
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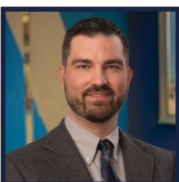
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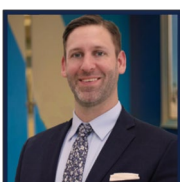
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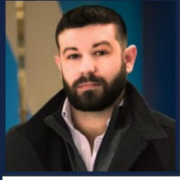
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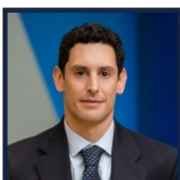
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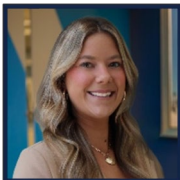
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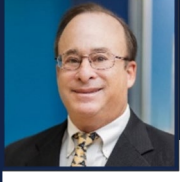
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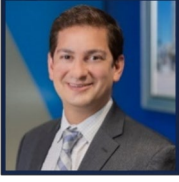
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Our SIOR Connection

Not many brokers get a seat at this table.



The SOCIETY OF INDUSTRIAL AND INDUSTRIAL 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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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.



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.

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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