



S.L. NUSBAUM

REALTY CO. | SINCE 1906

TENANT ADVISORY SERVICES

Office

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 office 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?

We are experts in the field of office leasing.

Class A, B or C properties, medical office, single tenant, multi-tenant, individual suites or entire buildings, we have the expertise to help you find the best fit for your business under the best possible terms.

- **Needs Assessment:** We start by understanding your business' requirements, including your space needs, budget, location preferences, and any specific amenities or features you desire in an office space.
- **Market Analysis:** We conduct thorough research and analysis of the local office market to identify available properties that meet your criteria. This includes evaluating market trends, vacancy rates, rental rates, and other factors influencing the market.
- **Property Search:** Based on your company's needs and a market analysis, our team will identify potential office properties that align with your objectives. We will leverage our network, industry connections, and market knowledge to uncover suitable options, both on and off-market.
- **Property Tours:** We will arrange property tours for you to view space options in person and will provide insight and guidance on each property's suitability, including potential advantages and drawbacks.
- **Lease Negotiation:** Once you have chosen a preferred office space, we will take the lead in negotiating lease terms with the landlord or landlord's representative. This includes negotiating rental rates, lease duration, tenant improvement allowances, renewal options, and other lease terms.
- **Market Insight and Advice:** Through our tried-and-true methodology and expertise, we will provide valuable market insight and strategic advice to help ensure you are making informed decisions throughout the entire leasing process, including evaluating different options, understanding market trends, and assessing potential risks and opportunities.

We are here for YOU before, during and after the leasing process.



Select Clients



PHILIP MORRIS
INTERNATIONAL



Representative Transactions



20,965 SF – Autism Society of VA
Richmond, VA.



13,239 SF – Atlantic Ortho Specialists
Chesapeake, VA.



11,616 SF – Bio Air Systems
Virginia Beach, VA.



4,776 SF – Atlantic Container Line
Virginia Beach, VA



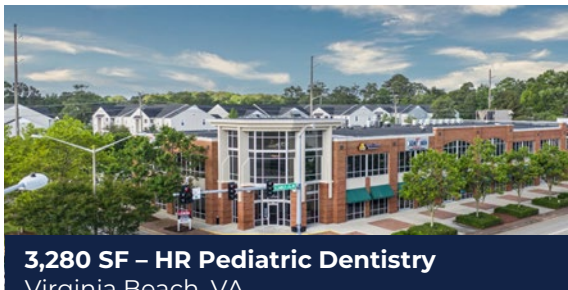
7,884 SF – Eckert Seamans Cherin & Mellott
Richmond, VA



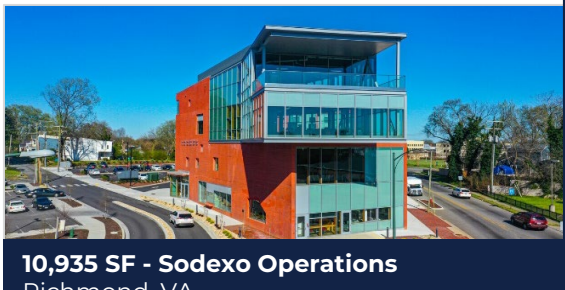
2,353 – State Farm Insurance
Henrico, VA



3,600 SF – Building Blocks LLC
Richmond, VA



3,280 SF – HR Pediatric Dentistry
Virginia Beach, VA



10,935 SF - Sodexo Operations
Richmond, VA.



Our Record of Success.



Proven Results. Measurable Impact.

Our Office Tenant Advisory Services extend beyond lease negotiations to provide comprehensive real estate strategy and portfolio guidance.

By leveraging market intelligence, financial analysis, and workplace planning expertise, we help clients optimize occupancy costs, mitigate risk, and align real estate decisions with their evolving business objectives.

Our team delivers results at scale. In 2025, we've represented tenants in **over 500 transactions** totaling **more than 2.3 million square feet**, negotiating leases and renewals across all office property classes.

This consistent production reflects our market knowledge, disciplined negotiation strategy, and focus on securing flexible, cost-effective solutions that align with each client's business goals.

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

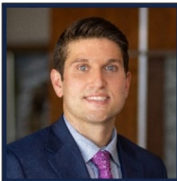


Meet Our Team of Professionals.

NORFOLK



JOHN M. PROFILET, SIOR
Senior Vice President | Partner
757.640.2278 (direct)
jprofilet@slnusbaum.com



PIERCE JACOBSON
Partner | Shopping Center Leasing
757.452.6141 (direct)
pjacobson@slnusbaum.com



SAM RAPOPORT
Vice President | Partner
757.640.5438 (direct)
srapoport@slnusbaum.com



C. CHEYNEY COLE, JR. CCIM
Vice President
757.452.6139 (direct)
ccole@slnusbaum.com



BEN LEON
Vice President
757.640.2272 (direct)
bleon@slnusbaum.com



STEPHANIE SANKER, CCIM, SIOR
Senior Vice President | Partner
757.640.2290 (direct)
ssanker@slnusbaum.com



RACE FOY
Associate
757.640.2401 (direct)
rfoy@slnusbaum.com



JESSICA MIKLAS
Associate
757.452.6132 (direct)
jmiklas@slnusbaum.com



JOHN J. WESSLING, SR., CCIM
Senior Vice President | Partner
757.640.2412 (direct)
jwessling@slnusbaum.com



MICHAEL GOOD
Senior Associate
757.640.2217 (direct)
mgood@slnusbaum.com



MARTIN MURDEN
Partner | Commercial Brokerage
757.640.2265 (direct)
mmurden@slnusbaum.com



CHRIS ZARPAS
Senior Vice President | Partner
757.640.5437 (direct)
czarpas@slnusbaum.com



AUSTIN GLASER
Senior Associate
757.271.3160 (direct)
aglaser@slnusbaum.com



MICHAEL MYERS
Senior Vice President
757.640.2273 (direct)
mmyers@slnusbaum.com



ANTHONY GRECCO
Senior Associate
757.452.6133 (direct)
agrecco@slnusbaum.com



BILL OVERMAN, CCIM
Partner | Commercial Brokerage & Development
757.640.2254 (direct)
boverman@slnusbaum.com



Meet Our Team of Professionals.

RICHMOND



NATHAN SHOR
Senior Vice President | Partner
804.944.2399 (direct)
nshor@slnusbaum.com



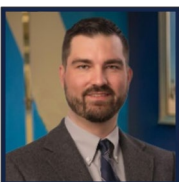
FENTON CHILDERS
Commercial Brokerage
804.944.9265 (direct)
fchilders@slnusbaum.com



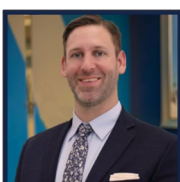
DOUGLAS O. TICE, III, CCIM
Senior Vice President
804.944.9273 (direct)
dtice@slnusbaum.com



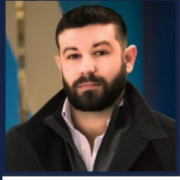
LARRY AGNEW
Senior Vice President
804.944.9262 (direct)
lagnew@slnusbaum.com



JASON JONES
Associate
314.341.7952 (direct)
jjones@slnusbaum.com



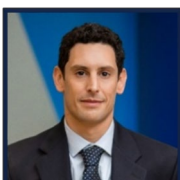
ANDREW THACKER
Vice President
804.944.9271 (direct)
athacker@slnusbaum.com



ANDREW BRODIE
Senior Associate
804.944.9265 (direct)
abrodie@slnusbaum.com



ANDREW PEGALIS, JD, RPW, ARM
Commercial Development
804.944.9272 (direct)
apegalis@slnusbaum.com



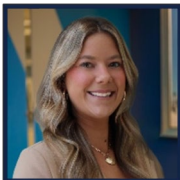
ELLIOT WARSOF
Senior Associate
804.944.9266 (direct)
ewarsof@slnusbaum.com



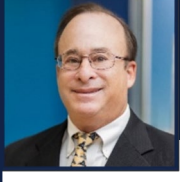
CHARLES BUTCHER
Associate
804.661.0029 (direct)
cbutcher@slnusbaum.com



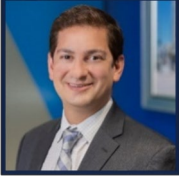
SARAH SADLER
Senior Associate
804.533.5390 (direct)
ssadler@slnusbaum.com



EMMA WILL
Associate
804.508.7283 (direct)
ewill@slnusbaum.com



REID CARDON
Senior Associate
804.944.9260 (direct)
rcardon@slnusbaum.com



ADAM SHOR
Senior Associate
804.944.2437 (direct)
ashor@slnusbaum.com



ALEX CHERNOFF
Associate
804.767.0426 (direct)
achernoff@slnusbaum.com



TRIB SUTTON
Senior Director
804.477.8785 (direct)
tsutton@slnusbaum.com



Our SIOR Connection

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.

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.



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.

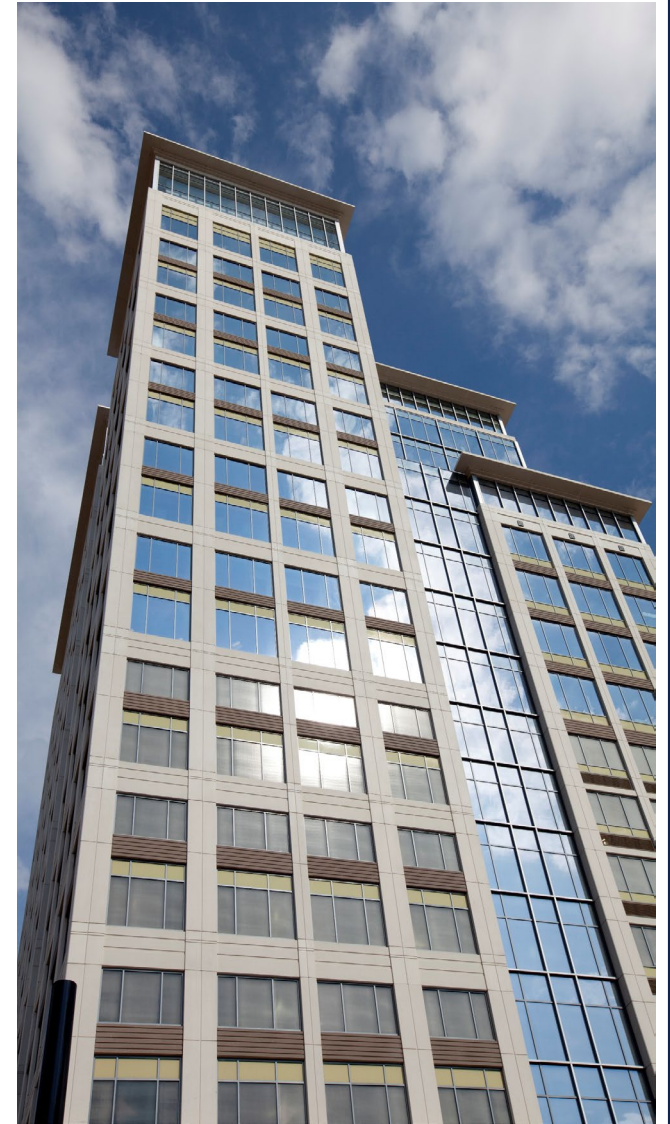
S.L. Nusbaum Realty Co. is a market leader in providing extensive commercial and multifamily services, including development, sales, leasing, property management and a full menu of financial services.

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



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

DISCLAIMER:

No warranty or representation, expressed or implied, is made to the accuracy or completeness of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by the property owner(s). As applicable, we make no representation as to the condition of the property (or properties) in question.



