



S.L. NUSBAUM

REALTY CO. | SINCE 1906

TENANT ADVISORY SERVICES

Retail

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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 advisor and advocate, helping you achieve your unique real estate objectives. Whether you're searching for a new location or renegotiating an existing lease, we evaluate your requirements and recommend the best strategy based on your business goals.

While the leasing process may seem straightforward, partnering with an experienced tenant representative provides significant advantages. Through strategic negotiation, detailed market research, and deep industry expertise, we guide tenants through every stage of the leasing process and beyond, helping secure the most favorable outcome.



Core Tenant Representation Services

- Needs Assessment & Space Identification
- Consultative approach to understand your business objectives, operational needs, and growth plans.
- Comprehensive evaluation of available properties to identify spaces that align with your requirements and budget.
- Access to a broad inventory of retail opportunities in strategic and highly visible locations.



Lease Negotiation & Agreement Review

- Skilled negotiation to secure favorable lease terms, concessions, and protections.
- Thorough review of lease agreements to ensure alignment with your business objectives and operational requirements.
- Clear communication and expert guidance throughout the negotiation and decision-making process.



Market Analysis & Strategic Guidance

- Insight into current retail market conditions, trends, and opportunities.
- Recommendations on locations that maximize visibility, accessibility, and customer traffic.
- Strategic guidance on positioning and site selection to support long-term business success.



Services (Continued)



Site Evaluation & Due Diligence

- Coordination of property tours and site visits to evaluate potential retail locations.
- Comprehensive due diligence support, including zoning considerations, accessibility, property conditions, and other critical site factors that may impact your business operations.



Financial Analysis & Lease Cost Planning

- Evaluation of leasing options to determine financial feasibility and long-term value.
- Budget planning assistance to align occupancy costs with your business objectives and growth projections.
- Expert guidance on rent structures, escalation clauses, CAM fees, and other lease-related expenses to help avoid unexpected costs.

The Advantage of Tenant Representation

- Access to exclusive market opportunities, industry insights, and specialized expertise through dedicated tenant representation.
- Advocacy at every stage of the leasing process, ensuring your interests remain the priority from initial site selection through lease execution.
- Reduced risk and greater confidence through strategic guidance, diligent analysis, and experienced negotiation.

Our team is dedicated to helping you navigate the leasing process with confidence, secure the right location, and position your retail business for long-term success.



Why Choose Us?

We are experts in the field of retail.

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

We want to be your trusted advisor and will be available to assist with your commercial real estate needs and questions even after a lease is signed.

Let us help you worry less about your real estate decisions and instead focus more on the daily operations of your business.

We've had the opportunity to provide **Advisory Services** to a variety of companies, including:



Companies (Continued)



LANE BRYANT



Our Record of Success.



Proven Results. Measurable Impact.

From shopping centers and freestanding buildings to restaurants, community centers, and big-box retail, we help tenants secure the right space under the most favorable terms.

Whether expanding, relocating, or entering new markets, tenants rely on our team to provide trusted guidance and exceptional representation from site selection through lease execution.

In 2025 alone, our team represented tenants in more than **500 transactions**, totaling over **2.3 million square feet** of leased and negotiated space.

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

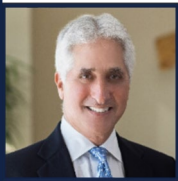
Experience That Delivers Results.

With decades of retail real estate expertise and a reputation built on results, we are trusted advisors for businesses throughout the Southeast and Mid-Atlantic. Our century-long legacy, combined with extensive market knowledge and transaction experience, enables us to create value for tenants at every stage of the real estate process.



Meet Our Team of Professionals.

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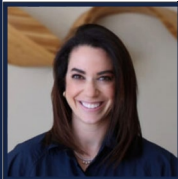
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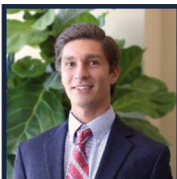
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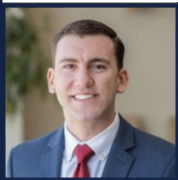
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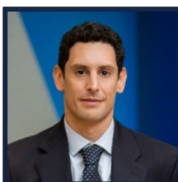
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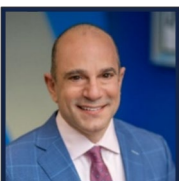
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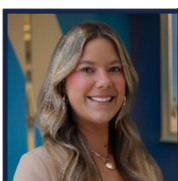
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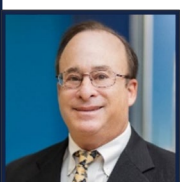
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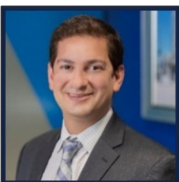
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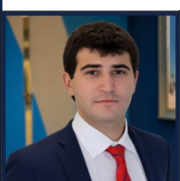
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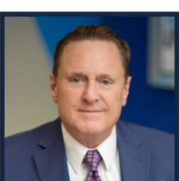
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S.L. Nusbaum Realty Co. is proud to partner with X Team Retail Advisors

X Team Retail Advisors unique structure integrates an alliance of retail real estate advisory offices into one dynamic and cohesive unit. Made up of an impressive roster of experienced industry professionals with proven local market expertise, X Team has the ability to offer retailers and developers, as well as owners and third parties, a compelling blend of superior insight with site-and region-specific service.

Each X Team Partner office is comprised of qualified retail real estate specialists who have extensive experience representing tenants and major retail developers across the nation. X Team members combine the passion, understanding, personal service and hard-earned local knowledge of a regional boutique brokerage firm with the experience, industry savvy and established relationships of a national firm.

To learn more, visit: xteamretail.com



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.

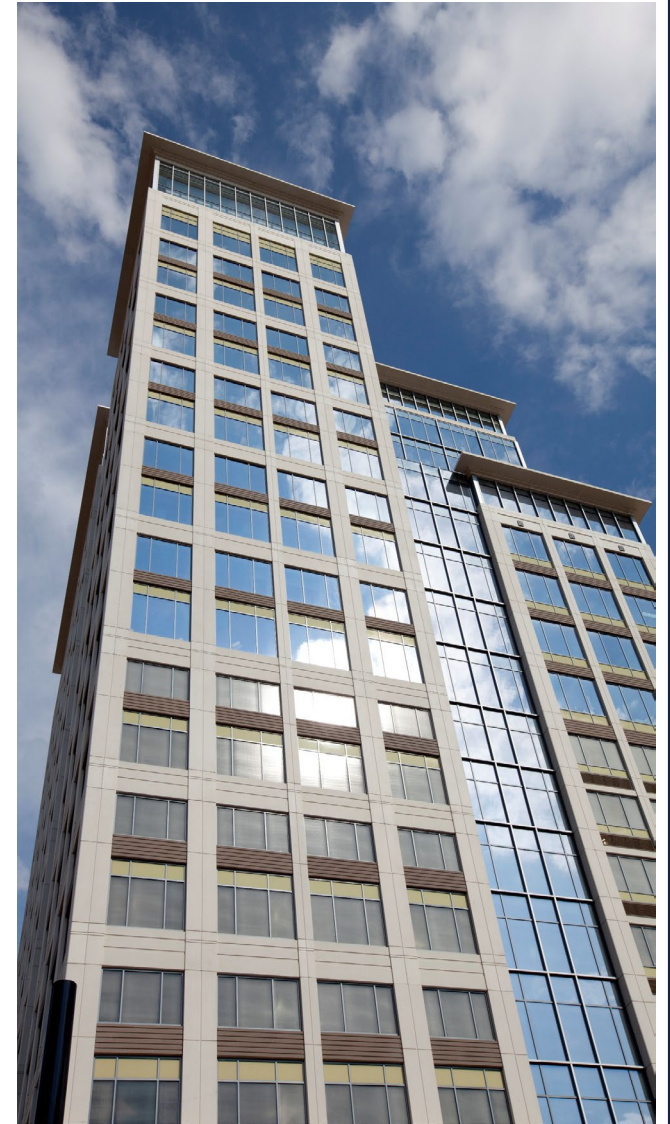
S.L. Nusbaum Realty Co. is a market leader in providing extensive commercial and multifamily services, including development, sales, leasing, property management and a full menu of financial services.

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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