

Tenant Representation



S.L. NUSBAUM
REALTY CO. | SINCE 1906



RETAIL ADVISORY SERVICES

S.L. Nusbaum Realty Co. | slnusbaum.com

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Richmond: 7200 Glen Forest Drive, Suite 300 | Richmond, VA 23226 | 804.320.7600

PROUD PARTNER
XTEAM
RETAIL ADVISORS

How Can We Help You?



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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.**

While the underlying principles might seem straightforward, the benefits of working directly with a tenant representative are significant. Skilled negotiation tactics, detailed research, and in-depth knowledge of the commercial real estate market **allow our team to help tenants by guiding you through the leasing process and beyond.**

Some of our **core services** in assisting retail tenants find the ideal commercial space are outlined below..

Needs Assessment and Space Identification:

- Detailed consultation to understand your specific business requirements and objectives.
- Comprehensive analysis to identify suitable commercial properties that meet your needs and budget.
- Access to an extensive database of available retail spaces in prime locations.

Lease Negotiation and Agreement Review:

- Skilled negotiation techniques to secure favorable lease terms and conditions.
- Thorough review of lease agreements to ensure compliance with your business needs and legal requirements.
- Transparent communication and guidance throughout the negotiation process.

Market Analysis and Trends:

- Insightful analysis of current market trends and dynamics in the retail real estate sector.
- Guidance on selecting locations with high foot traffic and visibility to maximize your business potential.
- Recommendations for strategic positioning and branding to attract your target customers.

Core Services (Continued)



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Site Visits and Due Diligence:

- Arrangement of property viewings and site visits to evaluate potential retail spaces.
- Assistance with conducting due diligence, including zoning regulations, accessibility, and property condition assessments.

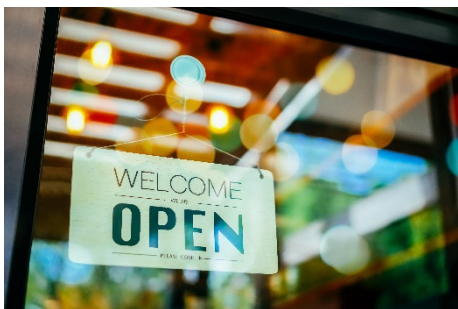
Financial Analysis and Budget Planning:

- Financial analysis to determine the affordability and feasibility of leasing options.
- Budget planning assistance to ensure that leasing costs align with your financial goals and projections.
- Guidance on rent escalation clauses, common area maintenance (CAM) fees, and other lease-related expenses.

Tenant Representation Benefits:

- Advantages of working with a dedicated tenant representation specialist, including access to exclusive listings and market insights.
- Peace of mind knowing that your interests are represented throughout the leasing process, from property search to lease execution.
- Minimization of potential risks and pitfalls associated with leasing commercial space through expert guidance and negotiation.

Our dedicated team is committed to helping you navigate the leasing process and secure the perfect location for your retail business



Why Choose SLN?



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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)



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LANE BRYANT



Our Record of Success



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The numbers speak for themselves.

Shopping centers, free-standing buildings, restaurant facilities, community centers or big box retail, we have the expertise to help you find the best fit for your business under the best possible terms.

Our team delivers results at scale. In 2025, we've represented tenants in **over 500 transactions** totaling **more than 2.3 million square feet**.

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



Our unmatched expertise and esteemed reputation in the retail property sector position us as industry leaders.

Serving the Southeast and Mid-Atlantic regions, we proudly showcase a more than a century-long track record of excellence.

Meet the Team - Norfolk



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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:

- 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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X Team Retail Advisors



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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.



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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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