

# Buyer Representation



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## ADVISORY SERVICES

S.L. Nusbaum Realty Co. | [slnusbaum.com](http://slnusbaum.com)

**Norfolk:** 1700 Wells Fargo Center | 440 Monticello Avenue | Norfolk, VA 23510 | 757.627.8611

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

# What is a Buyer Representative?



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**As your Buyer Representative, our job is to serve as an advisor and advocate for your specific real estate needs and preferences.**

At S.L. Nusbaum Realty Co., we elevate the concept of buyer representation to an exceptional level, offering an unparalleled service for discerning clients with an eye on acquiring owner-occupied or investment properties. Our expertise as a buyer's broker is not merely a role but a commitment to excellence, ensuring that your journey to property acquisition is both successful and seamless.

Our distinguished track record encompasses a multitude of transactions across a diverse array of sizes and property types, each handled with meticulous care and strategic acumen. We pride ourselves on our ability to shield our clients from risk through a rigorous due diligence process that leaves no stone unturned. This process ensures that every potential investment is thoroughly vetted, not just for its current value, but for its potential to fulfill your strategic objectives and financial goals.

Our clientele is as varied as it is prestigious, encompassing owner-users from professional and medical practices, to manufacturing and distribution powerhouses, as well as national and local retailers and restauraners. We also serve investors, high net worth individuals, and real estate investment trusts (REITs) with an appetite for significant, wealth-building opportunities in the real estate market. Each client benefits from our tailored approach, where their aspirations and investment criteria are the cornerstone of our strategy.

We provide a **comprehensive plan of action tailored to your specific needs**, including:

- **Site Selection**
- **Commercial Market Research**
- **Negotiation and Closing**
- **Handle Complex Transactional Details**
- **Strategic Planning**
- **Financial Analysis**
- **Competitive Analysis**

# Why Choose SLN?



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## Our clients come first.

Choosing S.L. Nusbaum Realty Co. as your buyer's representative means partnering with a team that is dedicated to your success. Our deep market knowledge, negotiation prowess, and extensive network position us uniquely to uncover opportunities that align perfectly with your vision. Whether you are stepping into the commercial real estate market for the first time or looking to expand an existing portfolio, S.L. Nusbaum Realty Co. is your expert ally, transforming your investment aspirations into tangible assets and enduring success.

In 2023, we were able to assist our clients in more than 450 transactions totaling approximately **\$279M**.

TRANSACTION TYPE	# OF TRANSACTIONS	SF	TOTAL VALUE
New Leases	190	756,688	\$84,873,523
Sale Transactions	59	341,243	\$141,607,695
Renewals, Extensions and Expansions	205	781,162	\$52,434,580
<b>2023 TOTAL</b>	<b>454</b>	<b>1,879,093</b>	<b>\$278,915,798</b>

Our approach to supporting clients with the acquisition of commercial real estate stands out from other commercial brokerage firms, because we consider ourselves a partner in your business's success and act accordingly.

With S.L. Nusbaum Realty Co., you're not just choosing a broker; you're selecting a partner dedicated to elevating your commercial property portfolio to heights unimagined. Let us be your guide, your strategist, and your confidant in the pursuit of real estate excellence.



# Representative Transactions



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**Buyer:** Bart Eisner  
**Property:** 152,516 SF industrial building on 6.8779 acres  
**Location:** Norfolk, VA  
**Purchase Price:** \$11,000,000.



**Buyer:** Buc-ee's Mt Crawford, LLC  
**Property:** 21.30 acres  
**Location:** Rockingham County, VA  
**Purchase Price:** \$6,581,753



**Buyer:** Montecito Medical  
**Property:** 46,154 SF medical office building on 4 acres  
**Location:** Norfolk, VA  
**Purchase Price:** \$21,200,000

# Representative Transactions



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**Buyer:** Springdale Plaza  
**Property:** .835 acre for Dunkin'-anchored strip center  
**Location:** Henrico, VA  
**Purchase Price:** \$700,000.



**Buyer:** Storyland Properties, LLC  
**Property:** 6,049 SF WAWA location on 5.507 acres  
**Location:** Virginia Beach, VA  
**Purchase Price:** \$5,300,000.



**Buyer:** HHP Virginia Beach, LLC  
**Property:** Arbor Trace Apartments  
**Location:** Virginia Beach, VA  
**Purchase Price:** \$28,175,000

# Meet The Team - Norfolk



**S.L. NUSBAUM**  
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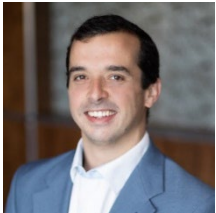
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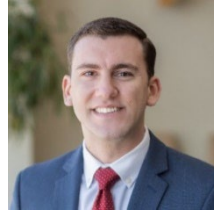
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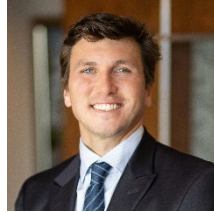
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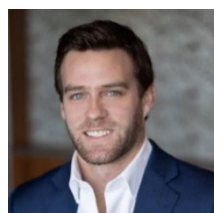
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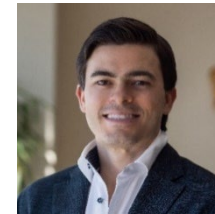
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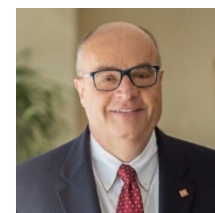
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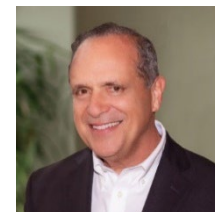
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# Meet The Team - Richmond



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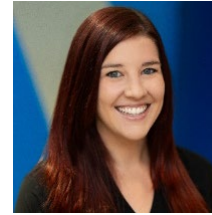
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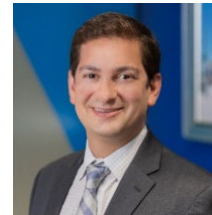
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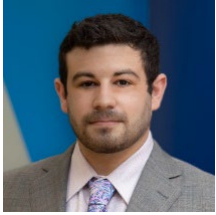
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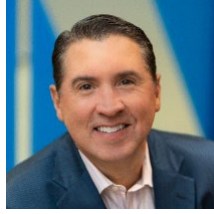
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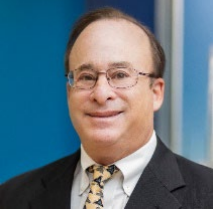
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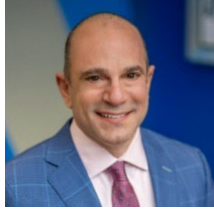
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# Our SIOR Connection



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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 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.**



**SIOR®**





## 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.



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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 6 million square feet of commercial space and over 8,000 residential units in approximately 50 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 almost 300 commercial properties across all product lines; our current management portfolio consists of approximately 4.6 million square feet of shopping center space, over 220,000 square feet of office and industrial property and more than 30,000 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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