

Landlord Representation



S.L. NUSBAUM
REALTY CO. | SINCE 1906



INDUSTRIAL ADVISORY SERVICES

S.L. Nusbaum Realty Co. | 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 Landlord Representative?



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As your Landlord Representative, our job is to serve as an advisor and advocate to ensure your interests are protected and goals are reached.

Our team of seasoned professionals specialize in providing comprehensive representation services tailored to meet the unique needs of office property owners including:

Strategic Leasing Services:

- Development of customized leasing strategies to attract and retain high-quality tenants.
- Utilization of market research and analysis to identify target tenant demographics and industries.
- Proactive marketing efforts to showcase property features and attract potential tenants.

Tenant Prospecting and Selection:

- Active engagement in tenant prospecting through various channels, including industry networks and online platforms.
- Rigorous screening process to evaluate tenant suitability and alignment with property goals.
- Collaboration with tenants to ensure a mutually beneficial leasing arrangement.

Lease Negotiation and Administration

- Skilled negotiation techniques to secure favorable lease terms and rental rates.
- Transparent and efficient lease administration processes to ensure timely rent payments and CAM collections.
- Strategic lease renewals to optimize rental income and tenant retention.

Property Marketing and Positioning:

- Development of targeted marketing campaigns to promote the property's unique features and benefits.
- Creative branding strategies to enhance the property's visibility and appeal to potential tenants.
- Ongoing market positioning efforts to stay competitive and attract high-quality tenants.

Dedicated Client Support:

- Personalized attention and dedicated support from our experienced team of professionals.
- Responsive communication and timely assistance to address any inquiries or concerns.
- Commitment to building long-term relationships based on trust, integrity, and mutual success.

Why Choose SLN?



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We see real estate from a different perspective....yours.

We think like Landlords, because we are Landlords and excel not just in leasing spaces, but in elevating the brand and image of your buildings. Understanding the unique needs of various property owners, whether corporate, institutional or locally-owned, we craft leasing strategies tailored to attract and retain the ideal tenants.

Choosing S.L. Nusbaum Realty Co. as your representative means partnering with a dedicated team committed to optimizing the value and performance of your office property investment.

From distribution centers to cold storage, manufacturing or flex space, showrooms or warehouse facilities, we have the expertise to help you find the best tenants under the best possible terms.

In 2023, we were able to assist our clients in more than 450 transactions totaling almost **\$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
2023 TOTAL	454	1,879,093	\$278,915,798

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

Serving the Southeast and Mid-Atlantic regions, we proudly showcase more than a century-long track record of excellence. Throughout this time, we have successfully overseen the development, ownership, leasing, and management of millions of square feet of commercial space.

Representative Industrial Listings



S.L. NUSBAUM
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Warehouse Facility
Norfolk, VA

294,650+ SF



Birdneck Business Center
Virginia Beach, VA

71,977 SF



Warehouse Space
Richmond, VA

33,000 SF



Former Hutcheson Building
Richmond, VA

17,055 SF



Arrowhead Commerce Ctr.
Norfolk, VA

31,740 SF



744 E 25th Street
Norfolk, VA

7,174 SF



Office/Warehouse
Norfolk, VA 23517

27,520 SF



Flex Space
Troy, VA

3,000 SF

Meet The Industrial Team - Norfolk



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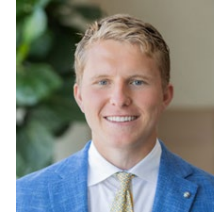
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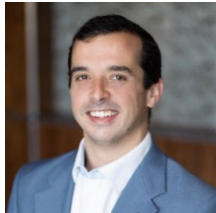
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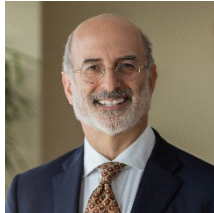
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Meet The Industrial Team - Richmond



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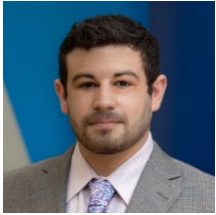
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Our SIOR Connection



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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.

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CCIM Designation



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- 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.



Let's Connect



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